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C & D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetics, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 187

April 22, 1967

No. 4549

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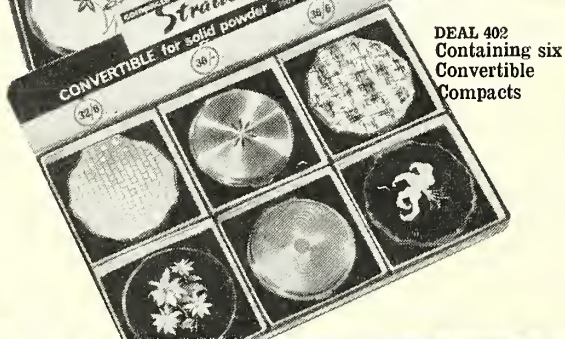
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C & D

CHEMIST AND DRUGGIST

Volume 187

APRIL 22 1967

No. 4549

Europeans Entertained

DINNER AT BLOOMSBURY SQUARE

DELEGATIONS representing eight member States of the Council of Europe were entertained to dinner at 17 Bloomsbury Square, London, on April 12 when they met in London as a subcommittee on pharmaceutical questions. They were welcomed to the Pharmaceutical Society's headquarters by Mr. Allen Aldington (vice-president of the Society), who said the presence of guests from the six Common Market countries provided an opportunity to continue the dialogue on the Treaty of Rome. Dr. H. Davis (Great Britain) and Mr. L. Robert (Luxembourg) replied for the visitors. The subcommittee's parent is the Public Health Committee of the "partial agreement" countries within the Council of Europe. It meets in European capitals at six-monthly intervals, the national delegations comprising the chiefs of the pharmaceutical divisions of the various Ministries of Health.

British Standards

TABLET CARTONS FOR DISPENSING

METRIC dimensions and more detailed constructional requirements of tablet cartons are proposed in a revised British Standard now under consideration. The specification, that will replace B.S. 1679, Part 1, Paperboard containers for pharmaceutical dispensing, is also to include an additional size of tablet carton. Among the new specifications named by The British Standards Institution, 2 Park Street, London, W.1, are the following:— B.S. 4138:1967 Erythrosine BS for use in foodstuffs. Metric Units. (price 5s.); B.S. 4146: 1967 Methods for sampling oilseeds (price 6s.); B.S. 4153:1967 Green S for use in foodstuffs. Metric Units (price 6s.). A number of revised specifications (price 4s. each) have been issued including:— B.S. 628:1967 Crude coconut oil, Metric Units; B.S. 629:1967 Crude groundnut oil (arachis oil). Metric Units; B.S. 630:1957 Edible olive oil, Metric Units; B.S. 631:1967 Crude grape seed oil. Metric Units; B.S. 650: 1967 Castor oil ('first' quality). Metric Units; B.S. 651: 1967 Crude maize oil. Metric Units; B.S. 652:1967 Crude palm kernel oil. Metric Units; B.S. 653:1967 Crude soya bean oil. Metric Units; B.S. 654:1967 Perilla oil, Metric Units; B.S. 655:1967 Refined cotton seed oil. Metric Units; B.S. 656: 1967 Crude sesame oil. Metric Units; B.S. 1939:1967 Sunflower seed oil for

general purposes. Metric Units: another revised standard issued is B.S. 1582:1967 Technical compound cod oil. Metric Units (price 8s.). B.S. 3502: 1967 Schedule of common names and abbreviations for plastics and rubbers (price 4s.) gives common names and abbreviations of thirty-nine plastic materials and fourteen rubber materials now in general use.

Chemical Industry

"LITTLE NEDDY" DISCUSSIONS

THE Economic Development Committee for the Chemical Industry at a recent meeting expressed keen disappointment that a number of area electricity boards had warned of increases in charges despite earlier assurances that the case for the high load factor users would be taken into account at the next review. Now higher rather than lower charges were in prospect. The committee decided to make its views known to the Minister of Power. The committee considered a report from a working party on factors affecting investment decisions and decided to redraft the report so that emphasis is given to energy costs, development policies and the present course of investment in the chemical industry. The committee will consider the problem of locating new plant at its next meeting.

Slimming Aids

FOCUS FINDS LABELS UNSATISFACTORY

IT is high time the Food Standards Committee recommendations on food labelling (see *C. & D.*, August 20, 1966, p. 160) were implemented, states an article in the May issue of *Focus*, the magazine of the Consumer Council. Even a full list of ingredients, with

calorific value of the recommended dosage or of a determined quantity would not inform the uninformed about the contribution to daily nutritional needs except in terms of calories, it is stated. The author comments that "most of today's slimming aids are expensive crutches for failing will-power. It is not reasonable to dismiss them simply as commercial exploitation of the physical and psychological discomforts of planned weight reduction." A striking feature of much of the information given about the products, it is alleged, is, by implication, misleading; manufacturers diet sheets however are, on the whole, excellent. The article is accompanied by a two-page list of food replacements, supplements, artificial sweeteners and starch-reduced products, with indications of ingredients, calorie, content, cost and occasional comments.

Hospital Service

COMMITTEE CHANGES AND CLOSURES

THE National Health Service (Mid-Somerset Hospitals) Order, 1967 (H.M. Stationery Office, price fivepence) provides for the setting up of the Mid-Somerset Hospital Management Committee on April 1 to take over the management and control of the hospitals previously managed by the Weston-super-Mare Hospital Management Committee and the Mendip Hospital Management Committee respectively. The National Health Service (South West General Hospitals) Order, 1967 (H.M. Stationery Office, price fivepence) effective April 1 deals with the dissolution of the South West General Hospitals Group Hospital Management Committee and the appointment instead of the West Suffolk Hospital Management Committee



SYMPOSIUM FOR RETAILERS: About 250 retail pharmacists attended a symposium for retail pharmacists at Romford, Essex, on April 13. Speakers here assembled on the platform are (from left): Mr. H. W. Toms, Sir Hugh Linstead (chairman), Mr. H. Chambers and Mr. G. Teeling-Smith (Report on p. 371).

and the Papworth/Huntingdon Hospital Management Committee. The National Health Service (Marie Curie Hospital) Order, 1967 and the National Health Service (Dutton Hospital) Order, 1967 (H.M. Stationery Office, price fivepence each) provide for the consequential matters resulting from the closure of the Marie Curie Hospital, 66 Fitzjohn's Avenue, London, N.W.3 and the Dutton Hospital, Preston Brook, Warrington respectively.

Undetected Disease

FIGURES FROM ROTHERHAM SURVEY

MEN taking part in the third annual health check at Rotherham, Yorks, were found to be twice as likely as women to have hidden illness. 5,763 apparently healthy people volunteered to take an average of five tests each at a special centre providing a total of eleven tests. More than 1,000 failed at least one test. One man in four and one woman in seven were found to need treatment for unsuspected problems ranging from eye defects to diabetes, cancer and heart diseases. In the more serious categories eighteen men aged 30-59 were found to need immediate treatment for hypertension and sixteen new diabetics together with seven "suspects" were found — nine of them men. There were five cases of active tuberculosis and two of cervical cancer. A further seventy-three men had heart conditions, 128 had chest illness and fifty women are having extensive tests for breast tumours, though most of those are hoped to be non-malignant. More than 100 people were anaemic, fifty-six failed a hearing test and 448 — including 182 who already wore glasses — failed a vision test. As an extra test, those taking part were invited to check the state of their mental health by answering twenty questions on everyday life. Analysis of the answers showed that seventy-three of 1,182 women and thirteen of 643 men had some degree of mental problems. The project — held for nine days in the autumn of 1966 — was carried out by a team of sixty people. Cost, including salaries, was about 10s. for each person tested. (For figures from the 1965 survey see *C. & D.*, April 30, 1966, p. 419.)

Travellers' School Ends

AIMS ACHIEVED "BY OTHER MEANS"
"THIS is a sad occasion to us all, because after the end of the summer term the Royal Pinner School (formerly Royal Commercial Travellers' Schools), as we have known it hitherto, will cease to exist," said Mr. Cyril Harvey (chairman of the school's board of management and president of appeal, 1966-67) at a dinner and dance held in London on April 7 to mark the 121st appeal in the series. Mr. Harvey revealed that a foundation had been set up that would "accomplish by other means the essential purpose of the founders." A scheme recently sealed by the Secretary of State for Education and Science had been designed "to promote education of the children of commercial travellers and primarily of the orphans of deceased and the child-

ren of necessitous commercial travellers by way of maintenance allowances, scholarships, grants . . . tenable at boarding or day school, college or university." The extent of the help would depend on the revenue available after the sale of the school site and buildings at Hatch End. He added that support of travellers would still be required and he hoped they would continue to take an active interest in the work. The amount raised as a result of the appeal under his presidency was £37,007. Lord Murray (Chancellor, Southampton University), as chief guest, believed the Board had taken the right decision.

Narcotics

REVISED ESTIMATES

THE estimated United Kingdom requirements of narcotic drugs (see *C. & D.*, February 4, p. 97) have been amended. The details are provided in the Estimated World Requirements of Narcotic Drugs in 1966, third supplement (H.M. Stationery Office, price 3s. 9d.). The new estimates, in kilos except where otherwise stated, are as follows, the previous estimates are given in parenthesis: Anileridine 3.5 (36), cannabis 18 (150), cocaine 119.8 (267.822), codeine 14,140 (14,380.268), dextromoramide 20 (18.094), diethylthiambutene 8 (9.765), dihydrocodeine 1,219 (500), diphenoxylate 73 (139.389), dipipanone 75 (60), ethylmorphine 288.5 (278.575), fentanyl 22 gm. (34 gm.), heroin 84.597 (83.597), hydrocodone 12 (9.221), hydromorphenol 50 gm. (200 gm.), hydromorphone, 200 gm. (200 gm.), levorphanol 2 (2), methadone 52 (54), methadone-intermediate 172.5 (183.400), morphine 20,384 (16,240.257), nicomorphine 47 gm. (100 gm.), normethadone 100 gm. (200 gm.), opium 206,750 (176,750), oxycodone 12 (22.106), oxymorphone 5 gm. (15 gm.), pethidine 1,563 (1,100), pethidine-intermediate-A 3,200 (4,392.486), pethidine-intermediate-C 172.5 (180.263), phenadoxone 1.8 (18.079), phenazocine 1.551 (1), phenoperidine 313 gm. (300 gm.), pholcodine 999 (1,159.089), thebacon 461 gm. (3.221), and thebaine 404 (399.149).

Brucellosis Vaccination

USE OF STRAIN 19 RECONSIDERED

THE Ministry of Agriculture, Fisheries and Food and the Department of Agriculture and Fisheries for Scotland have been reconsidering the use of strain 19 live vaccine against brucellosis in the light of the Government's proposed scheme for eradication. At present a large number of cattle will react to diagnostic tests for brucellosis, not because of infection but because they have been vaccinated with strain 19 outside the age limits of the free calf vaccination service. To make progress with the eradication scheme, it is essential that that number be substantially reduced by the reactors being replaced, in the normal course of husbandry, by animals which do not react because they have been vaccinated outside the age limit. The age range for vaccination in the current free

service is between the 121st and 240th day of life. However, recent reports from the United States indicate that vaccination can be carried out when animals reach the age of three months. As there is also everything to be said for reducing the upper age limit, it has been decided to alter the existing age range of vaccination to between the 91st and 180th day of life. The change will be made on July 1. Further consideration is being given to vaccination outside the age limits and an announcement will be made when evidence relating to strain 45/20 (a dead vaccine) has been evaluated.

Glass Containers

SALES SET NEW RECORD

SALES of glass containers in 1966 reached a record level of 5,170 million units, an increase of 141 million units over 1965. A breakdown of the main product groups for the past five years is given in the table.

| | SALES (in million units) | | | | |
|----------------------|--------------------------|-------|-------|-------|-------|
| | 1962 | 1963 | 1964 | 1965* | 1966 |
| Food | 1,718 | 1,686 | 1,758 | 1,865 | 1,865 |
| Beverages | 1,362 | 1,463 | 1,583 | 1,671 | 1,813 |
| Pharmaceuticals | 742 | 759 | 779 | 800 | 806 |
| Toilet and perfumery | 386 | 362 | 425 | 433 | 428 |
| Others | 266 | 294 | 309 | 260 | 258 |
| Total | 4,474 | 4,564 | 4,854 | 5,029 | 5,170 |

*Fifty-three-week year

The overall increase in average weekly sales was 4.8 per cent., the greatest increase (10.6 per cent.) being in the beverage product group where sales of soft drinks bottles increased by 15.4 per cent, beer bottles by 12 per cent, and spirits bottles by 4 per cent. In newer markets, for example, edible and cooking oils and baby foods, the growth was "most encouraging," says the Glass Manufacturers' Federation.

SCOTTISH NEWS

Incontinent Patients

PROTECTIVE CLOTHING UNDER N.H.S.

THE Secretary of State, Scotland, in a circular to doctors and local health authorities recommends the provision by local health authorities of protective clothing for incontinent patients as part of their arrangements for the care of patients under section 27 of the National Health Service (Scotland) Act, 1947. Incontinence pads for patients being nursed at home are prescribable by general practitioners under the National Health Service (General Medical and Pharmaceutical Services) (Scotland) Regulations, 1966. Some people who are incontinent by day but are not confined to bed need protective clothing in the form of waterproof pants or knickers with disposable linings. The Secretary of State suggests that such clothing might be provided by local health authorities. It is not considered necessary to restrict the provision of protective clothing to people who are also receiving home nursing but it should be provided to people who can benefit from it.

NEWS IN BRIEF

A REVISED version of the programme "Focus on Drug Addiction" is being broadcast in the B.B.C. Light Programme on April 25.

Dr. R. J. L. Allen (group research controller, Beecham Group, Ltd.) and Dr. H. Wilkinson (research division, Unilever, Ltd.), have accepted appointments to serve the reconstituted Food Research Advisory Committee.

THE Home Office is proposing that antihistamines should be added to Schedule 4B, to the Poisons Rules, not to Schedule 1 as stated in the Law Committee report at the Pharmaceutical Society's Council meeting (see *C. & D.*, April 15, p. 360).

A CATALOGUE of about 200 films for pharmacists has been compiled by the Pharmaceutical Society's Department of Pharmaceutical Sciences. Copies are free to members of the Society and may be obtained from the Department at 17 Bloomsbury Square, London, W.C.1.

To give greater cohesion and effectiveness to the efforts of all concerned with accident prevention, the Minister of Labour has set up a new national body, the Industrial Safety Advisory Council to advise him on the continuous and serious problems in the field of industrial safety.

AN exploratory committee set up to recommend suitable syllabuses and examinations for assistants in retail pharmacies (see *C. & D.*, April 15, p.352) comprises Messrs. A. Howells, C. H. Smith and W. J. Tristram (National Pharmaceutical Union) with H. B. Coulson and E. J. Downing (Pharmacy Assistants' Training Board); K. Brooke and R. Gillham (Company Chemists Association, Ltd.); G. Raine (Guild of Public Pharmacists); A. E. Jupp (Union of Co-operative Chemists); D. F. Lewis (Pharmaceutical Society of Great Britain); A. M. A. Moore (Society of Apothecaries of London); J. C. Lamb (Scottish Pharmaceutical Federation); T. I. O'Rourke (Ulster Chemists' Association); W. G. Davidson (Union of Shop, Distributive and Allied Workers); F. Keggins and Dr. A. Urie (Department of Education and Science); D. J. Stark (Scottish Education Department); T. J. Tawney, K. E. Pow and S. D. Allison (City and Guilds of London Institute); L. B. Curzon (Additional adviser nominated by the City and Guilds of London Institute); and Dr. T. D. Whittet (Ministry of Health).

SPORT

GOLF

EDINBURGH CHEMISTS' GOLF CLUB. An outing was held at Longniddry golf club on April 12. Results: 1, A. H. Gillies (23), 69. Best scratch score, W. Steedman, 81. Section No. 1, J. H. Scott (14), 74. Section No. 2, J. Linton, (25), 74.

LOCAL OFFICERS

Slough.—Chairman, Mrs. E. Lucas-Smith; Assistant Secretary, C. S. Andrews, 25 Upcroft Road, Windsor, Berks; Treasurer, R. K. Greenwood, 4 Keensacre, Iver Heath Bucks; Press Officer, Miss J. Hincks, pharmacy department, Upton Hospital, Slough, Bucks; Vice-Chairman and Secretary, J. H. Coulson, 8 Forge Close, Holmer Green, High Wycombe, Bucks.

TOPICAL REFLECTIONS

By Xrayser

Students and the society

The metamorphosis in pharmaceutical education, in the course of which we have witnessed a gradual transition from a situation in which the college or school of pharmacy merely iced the cake which had been baked in the pharmacy, to one in which the principal ingredients are now to be put together in a degree course in a university, is now virtually complete. In a statement issued jointly by the Pharmaceutical Society and the British Pharmaceutical Students' Association, we are reminded that in the session which begins in the autumn all students entering the schools of pharmacy will be undergraduates reading for a degree. At the time of my entry into pharmacy, the Society obligingly registered me as, I think the phrase had it, "an apprentice or student," for a trifling sum which could be earned in a matter of three months, working around the clock as the most junior of apprentices. Someone in Bloomsbury Square acknowledged receipt of my application, together with a tacit admission that, on the evidence submitted, I was not deficient in general, if elementary education, and from that time somewhere in the vast organisation a record of my being existed. Many changes in the regulations have taken place since that far-off day, but over the years there has been a relationship of some kind which has recognised Bloomsbury Square as the ancestral home. Our thoughts often strayed in that direction, for our destinies were closely linked:— Did we not also send money to the same address for the privilege of being permitted to meet, at a date of their choosing, a formidable "inner circle" known as the Board of Examiners? And who has not, on being vouchsafed a handshake from the chairman of that body, felt that the fellow was more like a benevolent uncle than the Thomas Gradgrind of our examination? And throughout life we have maintained that association with our own Society, because the Society is ourselves.

The position today

One or two points of interest emerge from the joint statement to which I have referred and from its reception when the matter was discussed at the students' conference in Sunderland (pp. 361-2). The Society is now very much aware that the degree route severs all official links between it and the large body of students. It by no means follows that all of those students, on graduation, will elect to become registered pharmacists. The parent body has become a foster-parent with no blood ties. Many of those who graduate may proceed directly into industry, and may regard the Pharmaceutical Society as no concern of theirs. The anxiety of the Society, in such circumstances, is understandable, and the offer of the Council of financial assistance for the B.P.S.A. may possibly be regarded as a casting of the bread on the waters rather than in the light of giving money away, as Mr. Darling described it, or looking like a confidence trick, or being too good to be true. But it seems to me that the president of the B.P.S.A. appears either to have information we have not been given, or to have read more into the statement than seems to be there. The statement says "the Council have offered financial support for the B.P.S.A." In presenting the statement to the conference, Mr. Astill (president, B.P.S.A.) said that the Society had "offered to accept financial responsibility." That seems to be a horse of another colour altogether, and although it is emphasised that neither side is committed in any way, members of the Society might like a little more information.

Professional organisation

I am all in favour of interesting students or undergraduates in pharmacy's recognised professional organisation. I subscribe without reserve to the advisability—the necessity, indeed—of belonging to one's professional organisation, and taking a personal interest in its work and welfare. It would be my hope that entrants to pharmacy, who have no official contact with the Pharmaceutical Society unless or until they wish to have one would recognise the value of belonging to the established professional body. There is no confidence trick in that. The students should see it for themselves.

IRISH NEWS

THE NORTH

Ballymena Dinner

PRESENTATION TO MR. H. DONAGHEY

THE second annual dinner of Ballymena Chemists' Association was held on March 15. Mr. Wm. J. Bolon (chairman) welcomed the guests, who numbered approximately 120. "The Ulster Chemists' Association" was proposed by Mr. H. Donaghey, who recently retired from the executive committee after more than twenty years' association with the Ulster Chemists' Association, and who recalled some of the many changes that had taken place in pharmacy during those years. He assured the U.C.A. executive committee of the full support of the Ballymena chemists during the coming years. Replying for the U.C.A. Mr. T. I. O'Rourke (president) thanked Mr. Donaghey and appealed to the large attendance to do all in their power to present the best possible image of pharmacy. In that connection, he thanked the National Pharmaceutical Union for the splendid services that were being rendered by its pharmacy planning department. He felt confident that Mr. Bolon was going to become a most valuable member of the executive. During the evening the president, on behalf of the Association, presented a clock to Mr. Donaghey as a token of appreciation for his many years of valuable service. Tributes to Mr. Donaghey were paid by Dr. R. Dick, and Messrs. W. J. Moffett, H. Magowan, H. Dalzell and S. Pepper. In the ballroom Mr. Bolon organised a team competition between retail chemists and manufacturers' representatives. The result was a tie. Dancing followed for the remainder of the evening.

THE REPUBLIC

Metric Currency

GOVERNMENT TO DECIDE IN AUTUMN

THE Government of Ireland expects to decide on the establishment of a

decimal currency and on the preferred system in the autumn of this year said Mr. C. J. Haughey (Minister for Finance) in his budget speech in the Dail on April 11. A booklet giving a summary comparison of the three systems is being published shortly. Mr. Haughey reported a surplus at the year end of £800,000 compared with a 1965-66 deficit of £8 millions. Current expenditure during the year was £272 m.—some £4m. higher than provided for in the March and June budgets. A contributory factor had been the "much bigger" increase in health expenditure than originally estimated by health authorities. Excess expenditure had been more than offset by revenue buoyancy reflecting renewed economic growth in the second half of the year. A major contribution (£2.3m.) came from the wholesale tax introduced in October. Retail sales were 5 per cent higher in the second six months of 1966 compared with a fall of 1 per cent. during the first six months. Among the tax changes announced by the Minister was the granting of relief from income tax on medical expenses of more than £50 per person up to a maximum of £300. Allowable expenses would be payments for services of a medical practitioner, maintenance and treatment in hospital and for drugs, medicines and appliances prescribed by a practitioner.

Export Progress

U.K. TAKES 90 PER CENT. OF OUTPUT

MORE than 90 per cent. of the products made by Leo Laboratories, Ltd., at their factory in Dublin is exported to the United Kingdom. The company was established in 1958 and since 1960 turnover has increased tenfold. Expansion continues, particularly in the export field. These facts were disclosed by Mr. B. Schou Lund (managing director), at a reception given recently in Dublin in honour of Lord Ogmore who joined the board of the United Kingdom company a few weeks ago (*C. & D.*, March 4, p. 198). Lord Ogmore, who was visiting the

Dublin factory, said that it provided in Ireland an opportunity of interesting work for Irish men and women, and the company were now engaged in discussions which "may vastly increase these opportunities. Whether these discussions will succeed remains to be seen, but there is no lack on our part of the will to expand greatly in Ireland if the conditions are right." It was also announced that within the next few months Mr. Lund will be returning to Denmark, where he will take up an appointment as director and managing director designate of the parent company; Mr. Liam V. Nolan will succeed Mr. Lund in Dublin.

Tipperary Pharmacists

ANNUAL DINNER AND DANCE

THE annual dinner-and-dance of South Tipperary Pharmacists' Association was held in Cahir, on April 5, Mr. F. Loughman presiding. Many pharmacists from Tipperary and surrounding counties attended. The toast to the Pharmaceutical Society of Ireland was proposed by Dr. L. O'Shea and responded to by Mr. M. L. Cashman (president of the Society), that to the Irish Drug Association proposed by Mr. J. P. Kissane, Tipperary, with reply by Mr. B. R. Smith, (secretary). "The Guests" was proposed by Mr. T. Quirke, secretary of the host body and replied to by Mr. J. G. Coleman (registrar of the Society).

International Conference

VENUE IN KILLARNEY

MANAGEMENT from twenty countries where there are Wellcome and Burroughs Wellcome companies will gather at Killarney for the first international marketing conference of the Wellcome Foundation, Ltd., May 8-12. The conference will be addressed by Sir Michael Perrin (chairman of the Foundation), Dr. Fred Wrigley and Mr. A. A. Gray (deputy chairman). A visiting speaker will be Dr. P. O. Williams (secretary, Wellcome Trust), who will speak on the world-wide work of the Trust.

IRISH BREVITIES

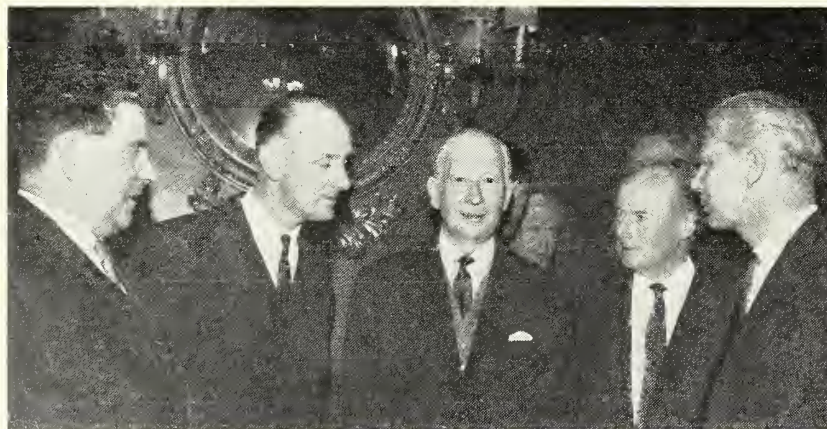
THE NORTH

THE offices of the Ulster Chemists' Association will be closed all day on the Spring Bank Holiday (May 29).

PRESCRIPTIONS dispensed in Northern Ireland during January numbered 963,848 (617,520 forms). Total cost was £555,422, an average of 138.3d. per prescription.

THE Food (Control of Irradiation) Regulations (Northern Ireland), 1967, operative from June 1, have been published by H.M. Stationery Office, Belfast (price 5d.).

NEWRY Chemists' Association have elected Mr. F. J. Sweeney, *Chairman* and Mr. E. G. Mackle, O'Hagan and O'Hare, Ltd., 67a Hill Street, Newry, co. Down, *Secretary* for the coming year.



Group at reception of Leo Laboratories, Ltd. (see paragraph above) shows (from left) Mr. N. McMahon (advertising manager), Mr. T. Wickham (sales manager), Lord Ogmore, Mr. L. V. Nolan (managing director designate) and Mr. B. Schou Lund (managing director).

Business Methods in the Pharmacy

LARGE ATTENDANCE AT ROMFORD SYMPOSIUM FOR RETAILERS

"THE success or failure of an individual pharmacy is a matter of the policies and personality of the pharmacist in charge," said Sir Hugh Linstead (chairman, Macarthy's Pharmaceuticals, Ltd.), at Romford, Essex, on April 13. Sir Hugh who was introducing a symposium on retail pharmacy which was attended by 250 pharmacists claimed that the cardinal change of direction of retail pharmacy in "these middle years of the century are traceable to three currents, that of industrialisation, commercialisation and nationalisation." Government influence by way of legislation could affect pharmacy by limitations on the siting of premises or by continuance of resale price maintenance where medicines were concerned. The symposium recognised that the future of Macarthy's (who were responsible for the arrangements) was intimately tied up with the future of retail pharmacy and represented a compressed view of the economic problems affecting pharmacy today. Since half the products they sold went to the government, it was likely that the "screw will be turned more and more, making rationalisation of drug distribution more necessary if individual units are to survive." Closer integration throughout the chain of manufacturer, wholesaler and retailer would lead to a more efficient distribution.

Economics

MR. H. W. TOMSKI (director, Institute of Pharmacy Management), speaking on the "Economics of Retail Pharmacy" first explained how the responsiveness to a change in price depended largely on the commodity. Sales of alcohol would be expected to rise pretty steeply if a small reduction took place whereas the sale of flea powder would not be affected. So too there was little extra demand for medicines arising from price changes; but there was more in cosmetics and still more in photographic goods.

Consumer expenditure in pharmacies in Britain in 1966 was £374 a week and the average turnover of an independent pharmacy was £404 (including £177 from National Health Service). The figures for co-operative society pharmacies was £501 (£147) and multiples, £1,194 (£329). When comparing one's own figures with the national average a pharmacist must also consider other factors such as location and size of pharmacy. Mr. Tomski estimated the average gross profit worked out at a little below 29 per cent. From the gross profit was deducted expenses of 22 per cent. by far the greatest amount being salaries, wages (15 per cent.) followed by rent, rates (5 per cent.) and other expenses (2 per cent.) which left a net profit of 7 per cent. But that did not take into account the proprietor's investment on his capital and the true profit in terms of turnover was, on average, 3.5 per cent.

An efficiently run pharmacy ought to turn over its stock at least 3.9 times

a year. The average depended on the proportion of N.H.S. since those with substantial prescription work tended to have a higher velocity of stockturn. Whether to buy on bonus terms or not presented a problem to some pharmacists. He suggested the formula:

$$\frac{\text{Additional profit}}{\text{Additional capital}}$$

When expressed as a percentage the figure should be 16 or more if it was to be an economic transaction.

Merchandising

MR. H. CHAMBERS (associate director, A. C. Nielson Co., Ltd.) speaking on "Merchandising in the Retail Pharmacy" said that the total turnover by retail pharmacists amounted to £387 million in 1966 which was some 38 per cent. higher than during 1961. During that some period N.H.S. receipts had increased by 64 per cent. whilst cash or counter sales increased by 26 per cent. from £192 million to £241 million. The net result was that income from dispensing increased from 32 per cent. to almost 38 per cent. of total. That result could be viewed with mixed feelings because it meant that there was no control over a large part of the income and it coincided with an ever diminishing share from counter sales which allowed scope for competitive activity. Although N.H.S. receipts had increased over those years at a faster rate than cash sales, the sum involved was still only £146 million compared with £241 million for cash sales. It was, therefore, reasonable to attempt to do something to protect that large area of retail pharmacy.

Supermarkets sold a large number of erstwhile established chemists' lines because the price was often lower; the customer was reminded of the need by effective display, and made more frequent visits to supermarkets than the pharmacy.

"No matter what we may feel about maintaining an adequate margin of profit it is the customer who is the final arbiter. The chemists charges let us say 2s. 10d. for an article and the supermarket charges 2s. 6d. A study of the psychological effect of this price differential will indicate that the chemist will be accused of overcharging even though his price may be the one recommended by the manufacturer and which has been adopted to produce for him a recognised "reasonable profit margin," continued Mr. Chambers.

A current definition of merchandising was: The right goods, in the right place, at the right time, in the right quantity, and at the right price. The right goods were those which sold, with a reasonable degree of frequency, and made a reasonable contribution to profits whatever the profit margin on the hoped-for sale may be. If the retail pharmacist believes that he owes a duty to the public which requires him to stock items which are a doubtful economic risk—so be it!—but this has

nothing to do with merchandising—or the art of selling. A pharmacist's stock in trade must be divided into those items which he felt obliged—in his professional capacity—to make available to satisfy an infrequent demand; and those which were largely outside the scope of his professional activities but which nevertheless contributed the bulk of his gross income. It was the latter which were covered by the "Five Rights" previously mentioned. The longer money was tied up in stock, the lower the interest earned on investment and therefore the importance of "the Right Goods" was not just a gigantic theoretical confidence trick. It was a "stone cold business requirement."

So far as the "Right Place" was concerned, Mr. Chambers warned his audience not to stock items merely because they carried a high potential profit margin, or because they sold at the seaside or elsewhere than in their area.

He was appalled by the number of times he saw unseasonable stocks on display in pharmacies.

Ensuring the "right quantity" required a good deal of thought. One of the surest ways to lose customers was to be out of stock of items for which there was a fairly steady demand. On the other hand too infrequent a stock turn could result in packs being out of date or appearing "scruffy." The "Right Price" was not determined from margins of profit but was concerned with volume of profit. The dispensary required the pharmacist to exercise his professional skills but once he got onto the shop floor, the market place began to encroach on his activities. It was there that the pricing activities of other retail establishments had an effect on his business and it was only by accepting that competition on the terms offered that he was likely to succeed. Not simply by meeting low prices but by offering further specialisation in the retail field that could not be obtained in the supermarket.

Role of Displays

With less money in the consumer's purse, and the introduction of more competitive prices by other types of retail outlets, the chemist's professional status would be even less decisive as a sales influencing factor than it had been. Displays of goods were likely to play an increasingly important part if the chemist was to maintain his cash sales volume. The physical layout of chemist shop would not permit displays of the kind common to most supermarkets, but the principle of calling the customer's attention to the products available while in the shop was certainly the same.

Mr. Chambers said a survey carried out by his company found that 9 per cent. of pharmacies had modernised during 1964-65 — approximately the same as in 1960-61, the period of a previous study, when 10 per cent. modernised. Comparing as nearly as

possible the 12 months following modernisation with the 12 months preceding the modernised shops showed an average turnover gain of 17 per cent. against a gain of 10 per cent. obtained by all chemists during the period. The earlier investigation showed a turnover gain of 17 per cent. whilst all chemists showed an increase of 7 per cent.

Hairsetting agents were traditional chemist's business; they were big money spinners and in so far as they required personal service it behoved the pharmacist to cultivate the sales. It would be a great pity if the chemists, because of lack of effort, lost any more of the market. If the trend towards buying cheap hair sprays in the grocers continued it could change the whole consumer demand for the product, in the same way as toilet papers had done previously.

Future of Retail Practice

A picture of an automated dispensary where, instead of a written prescription being handed to the pharmacist, instructions of the doctor would be transmitted "in computer language" over the telephone was described by MR. G. TEELING-SMITH (director, Office of Health Economics). Stock would be moved off or on to the shelf by mechanical means similar to the automatic car stacking arrangement in use today. A further refinement could be that the computer typed and stuck on the label. Such a dispensary was "no pipe dream." Already electronic machinery existed for all those operations. At the moment it was not an economical proposition but computers were becoming smaller and cheaper every year and in 20 years time, cost might not be a prohibiting factor.

Mr. Teeling-Smith who was addressing the meeting on "Future Pattern of Retail Pharmacy" said when that time came it would be up to the pharmacist to prove that it was in the public interest that he and not the machine did the job.

Meanwhile it was an appalling waste of skill for pharmacists to spend their time counting tablets out of one container into another. Some 8,000 million branded tablets a year were dispensed. The pharmacist should welcome the idea of switching to original packs. That practice was almost universally adopted on the Continent.

While the manufacturing side of his profession had gone the pharmacist now provided an advisory and distributive role. The pharmacist could provide the doctor with advice on products. That rôle, as a recent survey had shown, had been sadly neglected, particularly in urban areas. The initiative must come from the pharmacist by his pointing out to the doctor that he had a file of information there waiting to be used. What was the case for the retail pharmacist was true of the hospital pharmacist. The recent suggestion that pharmacologists rather than pharmacists should be the primary source of information on medicines in hospital had properly resulted in an outcry from those pharmacists. Perhaps some had concentrated too much on production and breaking bulk to fill ward containers rather than

providing a first-rate information service.

Returning to retail practice, Mr. Teeling-Smith said that if price maintenance on medicines were abandoned price cutting by supermarkets of many more items would not be the major problem. There would be a serious deterioration in the morale of the pharmacist and price cutting might break out within the profession.

The country was moving towards one-stop shopping centres where all the customer's requirements were under one roof. Pharmacy may be in danger by standing aloof to the trend; he saw no reason against a pharmacy operating within a supermarket provided the space was there for the pharmacist to discuss personal matters with his customers. The public should be encouraged so far as possible to obtain their pharmaceutical requirements from a professional rather than a general trader because expert advice was available. Provided the pharmacist became known for that service the pub-

lic would realise the advantages of going to the pharmacy rather than the supermarket. Harm had been done in the past by the pharmacist leaving counter sales to the assistant.

In the discussion there were divided feelings on that subject one speaker claiming that it was taking away from the pharmacist his real function. Another question referred to post-graduate training. Doctors were encouraged to attend refresher courses, why did the N.H.S. not do the same for pharmacists? SIR HUGH replied that Executive Councils had power to assist in payments for such courses for pharmacists. In a further reference to N.H.S. he said "We have the peculiar situation of the Government wanting a purely professional service but without having the money to pay for it."

MR. K. JENKINS thanked the speakers, the chairman and the staff of Macarthy's Pharmaceuticals, Ltd. He said as a form of public relations the sponsoring of the symposium had been "an inspiration."

CHEMICAL INDUSTRY IN 1965-66

Western European medicine production up 10 per cent.

FOR the second successive year output of pharmaceutical products rose by about 10 per cent. in Western European countries. The value is estimated at about £1,300 million which figure includes Finland but excludes Belgium and Switzerland because no information on turnover was available according to the annual report "The Chemical Industry 1965-66" published by the Organisation for Economic Co-operation and Development (H.M. Stationery Office, price 40s.). The "appreciable" increase in Swiss exports of pharmaceuticals would imply that that country recorded at least a similar growth. Not all European countries achieved the same growth rate—United Kingdom pharmaceutical industry made the greatest with a 15 per cent. rise in output over 1964 which was 10 per cent. up on 1963. Finland, Netherlands, Portugal and

Spain increased their output by 20 per cent. or more while Japan rose 8 per cent. in value. Trade between Western European countries expanded markedly, says the report. Imports rose 24 per cent. to £190 million and exports by 16.5 per cent. to about £350 million. Purchases in 1965 from non-O.E.C.D. member countries rose by 60 per cent. but exports by only 12 per cent. over 1964. United States exports at £910 million were 12 per cent. down on 1964 but imports rose by 40 per cent. to just over £20 million. non-member countries supplying 39 per cent. of that total.

In the U.K. output of organic chemicals increased by only 5.5 per cent. against an annual increase of 14 per cent. from 1958-64. Photographic supplies rose 9 per cent. (12 per cent. in 1964) while production of toilet preparations was 1.5 per cent. down.

IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

THE doctor-patient ratio in the National Health Service is one to 1,135 said MR. KENNETH ROBINSON (Minister of Health) in a written answer to MR. ROY D. ROEBUCK on April 12. The figures included part time doctors but excluded those employed by local authorities and those not engaged in clinical work.

Restricted Antibiotics

MR. THOMAS M. JOPLING asked the Minister of Health if he was aware that it was possible for firms in overseas countries to sell antibiotics which were restricted by the Therapeutic Substances Act, direct to private persons in the United Kingdom without contravening United Kingdom laws. MR. KENNETH ROBINSON in a written answer on April 11 pointed out that whether such sales contravened the provisions of the Therapeutic Substances Act, 1956 depended upon the particular antibiotic and on the circumstances of sale or

supply. If Mr. Jopling would give him further particulars he would be glad to look into the matter.

Disposable Syringes

MR. FRANK A. JUDD asked the Minister of Health if he would control the sale of disposable syringes by chemist shops. MR. KENNETH ROBINSON in a written answer on April 13 said he did not think it would be helpful.

Bank Holidays in 1969

MR. DOUGLAS JAY in a written answer on April 13 stated that in England, Wales and Scotland the May bank holiday in 1969 would be May 26 (Whit Monday), the August bank holiday in Scotland would revert to the first Monday of the month, August 4.

Cyclamates

Replying to a question by SIR IAN ORR-EWING asking the Minister of Agriculture, Fisheries and Food when he proposed to introduce legislation

concerning cyclamates, Mr. JOHN MACKIE (Joint Parliamentary Secretary, Agriculture, Fisheries and Food) said the Minister was still considering the Committee's report and the representations which had been made to him. He would announce his decision so soon as possible.

Farm and Gardens Chemicals Bill

The Farm and Gardens Chemicals Bill was read a second time on April 7.

Transport of Dangerous Chemicals

MR. ROY JENKINS (Home Secretary) informed SIR ROLAND S. RUSSELL in a written answer on April 7, that on the recommendations of the Standing Advisory Committee on Dangerous Substances, regulations had been prepared dealing with the conveyance by road of over 200 inflammable liquids. The Minister hoped to introduce the regulations soon. There was a wide range of substances to be considered and it had been found necessary to deal with them in an order of priority. The need for controls of liquid and compressed gases would be considered but he could not yet say when regulations dealing with them might be made. be made.

Pregnancy Tests

MRS. LENA JEGER asked about the policy of the Minister of Health towards pregnancy testing services which were advertised to the public. She wanted to know if he would take steps to control the qualifications of the advertisers. MR. KENNETH ROBINSON in a written answer on April 7 said "I am advised that it is better for a woman who thinks she may be pregnant to consult her doctor. This could be particularly important where the symptoms are due to conditions other than pregnancy, when professional advice and treatment may be necessary. I have, however, no power to control these advertisements and am not satisfied that legislation for this purpose would be justified."

Ministry of Health Staff

MR. CRANLEY G. D. ONSLOW was told by MR. KENNETH ROBINSON in a written answer on April 14 that the staff of the Ministry of Health had increased by 679 from October 1964, to April, 1967. Some further increase was expected during the period to October 1967 but he was not yet able to give a reliable estimate. He said the additional staff were needed to cope with the extra work arising from the continuing expansion of the health and welfare services, and the development of methods and techniques in those services to increase efficiency, improve quality, and to get better value for the money spent.

LEGAL REPORTS

Stole New Drug to Impress

A YOUNG laboratory assistant stole ampoules of a drug to impress his friends, Newcastle upon Tyne magistrates were told on March 29. Derek William Robinson, Newcastle, admitted stealing pentazocine hydrochloride while employed at Winthrop Laboratories, Fawdon, Gosforth. It was stated that his

job was to test rejects, which were then normally destroyed. The ampoules he took were found in a Newcastle cafe. Robinson was remanded on bail until April 19 for reports.

Broke into Pharmacy

A FATHER of a youth told Chester magistrates' court, on April 14: "I would like to publicly thank the police for bringing this matter to light. It might have gone on and on, and my son would not have been able to retrace his steps. Robert Edward Evans, 37 Blacon Avenue, Blacon, and Geoffrey Alan Wilding, 4 Ashfield Crescent, Blacon, pleaded guilty to breaking into the lock-up pharmacy of A. G. Hobson, 53 Garden Lane, Chester, on March 4 and stealing 1,850 tablets worth £12 11s. 6d. Evans pleaded guilty to two offences, and Wilding one, of having possession, unlawfully, of drugs. They were sent to a detention centre concurrent on each offence for three months.

COMPANY NEWS

Previous year's figures in parentheses

UNITED GLASS LTD.—Messrs. B. Moorhouse and A. R. Wood have been appointed directors.

JOHN & E. STURGE, LTD.—Mr. A. L. Wilson (chairman) is to retire. Mr. A. Foxall is appointed to succeed him.

JAMES A. JOBLING, LTD.—Group turnover for 53 weeks to January 1, £10,968,000 (£9,726,000). Taxable profit. £1,536,000 (£1,591,000).

GLOVERS (CHEMICALS), LTD.—Messrs. J. K. Howarth and C. D. Moore have been appointed to share jointly the position of chairman in succession to the late Mr. Norman Glover. They retain their joint managing directorships.

UPJOHN CO. (U.S.A.)—Consolidated sales in 1966, £91,984,000 of which £21,836,000 came from international operations. Net earnings, £12,981,400; research expenditure, £9,645,000.

WILLOWS FRANCIS, LTD.—Group sales, six months ended December 31, 1966, £379,838 (£343,474); pre-tax profits, £64,984 (£44,848) and after tax, £38,947 (£28,922); interim dividend 7½ per cent. (same). Improved rate of profit attributed to increased proportion of own branded goods sold and increased efficiency. Pre-tax profits for full year estimated at £135,000.

WELLCOME FOUNDATION, LTD.—Dr. K. S. Alstad has been appointed director of marketing (medical); Mr. B. T. Keene, director of marketing (consumer) and Mr. A. D. Robertson, director of marketing (veterinary and agriculture). Dr. K. S. Alstad and Mr. Keene are ending their present appointments. Mr. Robertson will remain as director of Cooper McDougall & Robertson, Ltd.

SMITH & NEPHEW, LTD.—Mr. F. L. Otto, is appointed managing director, Southalls (Birmingham), Ltd., and a director of Lilia-White (Sales), Ltd.; Mr. V. R. Baylis, is appointed managing director, Lillia-White (Sales), Ltd., and a director of Southalls (Birmingham), Ltd.

ham), Ltd. He is also appointed to the disposable products division board; and Mr. J. N. Hillman is appointed divisional financial director and joins the board of Lilia-White (Sales), Ltd.

BERK, LTD.—The address of the chairman (Mr. C. H. Tanner), accompanying the accounts for 1966 states that sections in the chemical division which increased sales most strongly were inorganic chemicals and pharmaceuticals, the latter making its first positive contribution to earnings. A reappraisal of the company's research needs has resulted in the decision to sell the company's Harlow centre and redeploy personnel at other sites thus minimising overheads. Technical service facilities for customers will be the responsibility of individual divisions. Group profit forecast indicates a sharp recovery. (For financial and dividend statements see *C. & D.*, April 8, p. 325).

SCHERING CORPORATION (U.S.A.)—Schering Corporation (U.S.A.) have agreed in principle with Albright & Wilson, Ltd., to purchase the pharmaceutical side of Potter & Moore, Ltd., the Albright & Wilson subsidiary, with effect from May 1. The sale will involve the transfer of the pastille and lozenge products sold under the Meggeson, Warrick and Robert Gibson names, and of the New Cross, London, S.E.15, factory where those products are made, to White Laboratories, Ltd. (the U.K. subsidiary of Schering Corporation). White Laboratories, Ltd., will develop the existing Meggeson, Warrick and Gibson product lines and add various Schering proprietary products. The New Cross factory will become White's headquarters and principal production centre. All present employees are being offered continuity of employment. Mr. Eric A. Lum of Schering has been appointed managing director of White Laboratories, Ltd. The toiletries and cosmetics side of Potter & Moore's business is not part of the sale. It will continue as before, based on the company's headquarters and factory at Leyton. Schering Corporation (U.S.A.) have worldwide sales of over £45 million per year. Their headquarters and principal laboratories are in Bloomfield, New Jersey, and its major plants are at Union and Kenilworth, New Jersey, a few miles from New York.

Compulsory Winding-up

PARFUMS MARQUAY, LTD.—An order for the compulsory winding-up of Parfums Marquay, Ltd., whose registered office is at 9 Union Court, London, E.C.2, was made by Mr. Justice Pennycuik in the High Court on April 10 on the petition of the Inland Revenue (judgment creditors for £824 for P.A.Y.E. tax). There were no notices of opposition or support and the company was not represented.

BUSINESS CHANGES

BOOTS, LTD., have closed their branch in Brechin, Angus.

ERIC C. GRIGSON, LTD., is the new trading title of K. V. Norman (Chemists), Ltd., formerly trading as Eric C. Grigson, 34 High Street, Godalming, Surrey.

N. PACKWOOD (CHEMISTS), LTD., The Broadway, Lambourn, Newbury, have opened new premises to replace the temporary premises they previously occupied.

MR. S. FOX has closed his pharmacy at 409 Barking Road, London, E.6. Communications should be addressed to c/o 3 Mansfield Road, Ilford, Essex.

Appointments

PRINTAR INDUSTRIES, LTD., Prince Regent's Wharf, London, E.16, have appointed Mr. K. E. Stalker to a new post as production controller.

HOUGH, HOSEASON & CO. LTD., Chapel Street, Levenshulme, Manchester, have appointed Mr. R. W. Winterburn, their representative to call on hospitals in Lancashire, Cheshire and the North Midlands region.

MR. R. D. DRISCOLL has been appointed training development officer to the Retail Trades Education Council, 56, Russell Square, London, W.C.1. His main duties will be to organise training courses, an activity which the R.T.E.C. hopes to expand.

MR. JOHN C. GUISE, M.P.S., has joined A. W. Gedge & Son, Ltd., 231 Worcester Road, Malvern Links, Worcs, as managing director. Mr. C. Essington Gedge, M.P.S., F.S.M.C., continues as a director and will also practise as an ophthalmic optician at the same address.

PERSONALITIES

MR. W. LOW, F.P.S., J.P., Blackhill, Consett, Co. Durham has been elected vice-chairman of the Executive Council for the county of Durham.

ALDERMAN E. C. MEREDITH, M.P.S., Wembley Park, has been appointed a member of the Middlesex Executive Council by the London Borough of Brent. He is the first pharmacist to serve as a lay representative on that council.

MR. ERIC A. LUM, newly appointed managing director of White Laboratories, Ltd. (see p. 373) was born in Huddersfield.



He has been with Schering Corporation for seventeen years and has served as general manager of Schering Inc.'s subsidiaries in South Africa and Australia. The appointment coincides with the company's U.K. expansion programme.

MR. MERVYN MADGE (secretary, Plymouth Branch, Pharmaceutical Society, has been elected chairman of the Plymouth chamber of commerce general purposes committee.

MR. H. C. H. FREESTONE, M.P.S., has retired from business after fifty years at 74 High Street, Rochester, Kent. As he informed the *C. & D.*, he will be eighty-six in October and the lease of his premises has run out. He

hardly thought it worthwhile at that age to apply for another lease. Mr. Freestone had built up a sizeable turnover in his own specialities, orders for which he said, keep arriving from all over the world. He now looks to his son (Mr. J. H. Freestone, M.P.S.), who is in business at Chatham, to cope with the orders for those products.



RETIREMENT: After forty-three years in business, Mr. George Woodfine, Little Common Road, Bexhill, retired on April 1, as manager of the Bexhill branch of Boots, Ltd. Retirement will give him more time to concentrate on his many civic activities. He was recently elected chairman of the Bexhill and Sidley branch of the Conservative Association. A justice of the peace, Mr. Woodfine is a past president of the local Rotary Club, chamber of commerce and horticultural society.

OVERSEAS VISITS

MR. J. S. HILL (a director of Ward, Blenkinsop & Co., Ltd.), is leaving Britain for a three weeks' visit to the United States on April 27. He will visit customers and suppliers in that country.

DR. ANTONY JARRETT (medical director, Syntex Pharmaceuticals, Ltd.) left for Eastern Europe on April 14 to investigate export possibilities for "the pill" in that part of the world. He will be visiting Hungary, Rumania and Bulgaria before going on to Vienna as a member of a team organised by the Slough Chamber of Commerce and Industry.

DEATHS

BAXTER.—On April 4, Mr. David Turnbull Baxter, M.P.S., 22 Station Road, New Milton, Hampshire. Mr. Baxter qualified in 1938.

BEATON.—On April 10, Mr. Francis Stanley William Beaton, M.P.S., 26 Osborne Road, Southsea, Hants, aged sixty-two. Mr. Beaton qualified in 1927.

GILES.—On March 19, Mr. Christopher Constance Giles, M.P.S., 110 Commercial Road, Newport, Monmouthshire. Mr. Giles qualified in 1909.

GRASSBY.—On March 16, Mr. John Clifford Grassby, M.P.S., 3 Newton Wood Road, Ashted, Surrey. Mr. Grassby qualified in 1938.

JONES.—On March 30, Mr. Stanley Balfour Jones, M.P.S., 4 High Street, Ferrybridge, Knottingley, Yorkshire. Mr. Jones qualified in 1942.

KIRBY.—On March 31, Mr. Edgar Thomas Henry Kirby, F.P.S., 101 Maple Road, Surbiton, Surrey. Mr. Kirby qualified in 1934.

POWELL.—On March 27, Mr. Harold Isaac Powell, M.P.S., 5 Churchill Parade, Rustington, Sussex. Mr. Powell qualified in 1914.

INQUESTS

Phenindione Warning.—General practitioners should be warned to use great care when administering phenindione, the Stoke-on-Trent coroner, said at the inquest on March 20. As it was his third case in less than five years in which the drug was involved he said he would report the case to the Committee on Safety of Drugs, pointing out that some general practitioners appeared not to know that when the drug was used tests should be made to check the effect and rate of clotting. He recorded a verdict of misadventure on Miss Emma Geary, Penkville Street, Stoke.

EXPANSION PROJECTS

A MAJOR new research establishment that is being built for Fisons Pharmaceuticals, Ltd., near the Group's headquarters at Loughborough, Leics, will bring together the research and development facilities at present divided between Loughborough and Holmes Chapel. Work on the site is starting shortly and is expected to be completed in the autumn of 1968. The buildings will have a total area of 60,000 sq. ft. and will provide facilities for organic chemistry, biochemistry, pharmacology, toxicology, microbiology, parasitology, virology, toiletries and pharmaceutical development. A comprehensive air-conditioning system will enable conditions in certain laboratories to be precisely controlled. Over 30 per cent. by volume of all products manufactured by the company and no less than 60 per cent by volume of its "ethical" drugs are exported. A model of the new unit was illustrated in the *C. & D.*, April 15, p. 345).

MARKETING SERVICES

Cosmetic Market Surveyed.—A detailed survey of the cosmetic market has been carried out by A. C. Nielsen Co., Ltd., Nielsen House, Headington, Oxford. The survey was conducted in pharmacies, which Nielsen estimate account for over two-thirds of all cosmetic sales. Information is provided on face and lip preparations, eye make-up, perfumery and manicure products. The survey has been designed to provide cosmetic manufacturers with the factual information on the composition of the cosmetic market.

Consumer Advertising in Scotland.—As an aid to help small manufacturers get new products launched on the Scottish market, Scottish Television, Ltd., have launched a "six-point service" plan, which may be used in part or as a whole in the provision of a marketing service. A sales force that will work in Central Scotland is available to call on retailers. Other help is promised in retail audits, consumer research and ancillary fields of marketing. All the services in the scheme, including the hire of the sales force, may be used at subsidised rates or free of charge, both dependent upon the level of advertisers' new or additional expenditure with Scottish Television. Further details can be obtained from Scottish Television, Ltd., 70 Grosvenor Street, London, W.1.

TRADE NOTES

Addresses for Orders.—Radiol Chemicals, Ltd., are removing to Stepfield, Witham, Essex (telephone Witham 2538) on April 24 and chemists are requested to use that address in future when communicating with the company.

Change of Product Name.—Smith Kline & French Laboratories, Ltd., Welwyn Garden City, Herts, announce that in future the 2.5-mgm. presentation of Histryl Spansule capsules is becoming known as Histryl paediatric Spansule capsules.

Agents in Ireland.—Paines & Byrne, Ltd., Perivale, Greenford, Middlesex, announce that they have taken over marketing of the Smith, Miller & Patch range of ophthalmic products in the Republic of Ireland. The products are being distributed in Ireland through P. C. Cahill & Co., Ltd., 16 Bachelors Walk, Dublin, and to whom all future enquiries and orders should be addressed.

Price Reductions Pending.—Upjohn, Ltd., Fleming Way, Crawley, Sussex, announce price reductions on Depo-Medrone, all pack sizes and Provera tablets 5 mgm. from May 15, 1967. Anticipating that advance warning will enable stock adjustments to be made, the company states that no rebate will be given to retailers. The company has discontinued cortisone tablets 25 mgm. Stockists are asked to dispose of existing stocks in the normal course of business. Stocks are exhausted.

Direct to Shop Service.—Exide Batteries division of Electric Power Storage, Ltd., Clifton Junction, Swinton, Manchester, announce a new service to supplement their nation wide service agency organisation: A direct to shop link for radio and torch dry batteries. For the time being the scheme is confined to five areas centred on North London, Bath, Birmingham, Manchester and Bradford and it is being operated by a team of sales men with specially built and stocked sales vans. The vans will carry stocks of the latest Exide point-of-sale material.

Advice on Direct Mail.—A Direct Mail Bureau designed to improve the image of the advertising-by-mail industry — was launched in London on February 16. Sponsored by the B.I.A. Direct Mail, Ltd., group of companies, which claim to be the largest advertising firm of the type in Britain, the bureau will set out to educate users, potential users and the public to a greater acceptance of direct mail in marketing, and will act as a centre for disseminating advice and information. Its address is Carrier House, Warwick Row, London, S.W.1.

Endorsement for the Electric Toothbrush.—The value of the automatic toothbrush has been affirmed in a report prepared in the department of preventive dentistry of a London hospital and published in the March issue of *Dental News*. The report quotes a statement by an eminent authority to the effect that "The well designed electric toothbrush cleans as effectively as a conventional toothbrush used correct-

ly. As most people do not use a conventional toothbrush correctly the electric brush in the hands of most people is more effective than the conventional brush. What is more many people, and particularly children, find the well designed electric brush pleasant to use and enjoy the resultant cleanliness which is obtained with so little effort. . . . The oscillatory bristle has been viewed with some alarm as a possible gingival (gum) irritant. That concern is unjustified." Of the automatic toothbrushes submitted, only two met all the conditions laid down as essential (reasonably easy to obtain, effectively cleaning the teeth, electrically safe, offering quick and reasonably priced service facilities; and not damaging the oral tissues). One of them was the Ronson toothbrush, manufacturers of which are Ronson Products, Ltd., Randalls Road, Leatherhead, Surrey.

Competitions

Prizes for Golf Photographs.—Agfa-Gevaert, Ltd., Great West Road, Brentford, Middlesex, sponsors of the Agfa-Gevaert golf tournament, are running — in company with *Photography* magazine a "sudden death" photographic competition, the "Golf Scene," in which the winner takes all ten prizes (value over £300) among them golfing

and photographic equipment. Entries (one per competitor) must be taken on Agfacolor CT 18, CN 17 Universal, or Isopan black-and-white film. Any camera may be used and the competition is open from May 1 to August 31.

Bonus Offers

ANESTAN, LTD., Basingstoke, Hants. Femfresh. Twelve invoiced as nine, ten or eleven according to quantity ordered, assorted with other products in Femfresh range if desired.

BRITANOL, LTD., Kersal Vale, Manchester. 7. Jordan toothbrushes. Display stand with two dozen adult and one dozen junior at saving of 18s.

TRENTAM LABORATORIES, 214 Arkwright Street, Nottingham. Slim Disks (distributors Vestric, Ltd.). Thirteen invoiced as twelve on orders for 1 or 2 doz., fourteen invoiced as twelve on orders for 3 doz. Till April 30.

Premium Offers

EVER-READY PERSONNA, 26 Bedford Row, London, W.C.1. Injector razor free to purchaser of special card and plastic bubble pack at price for six Personna Super stainless injector blades. Till April 30.

BIOMETICA, LTD., Barnet By-pass, Boreham Wood, Herts. Bu-to hair-removing cream. Fashion bikini at saving of 16s. 1d. Till August 31.

PHILLIPS SCOTT & TURNER CO., 2 St. Marks Hall, Surbiton, Surrey. Four nursery pictures for 8s. 6d. plus one Delrosa cap.

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

Antibiotic-impregnated Dressing.—Fisons Pharmaceuticals, Ltd., Loughborough, Leics, announce that Neotulle — a new sterilised light-weight open-weave gauze dressing evenly impregnated with a paraffin base containing three antibiotics — is now available. Each canister contains ten squares of gauze each approximately 4 x 4 in. in area impregnated with 20 gm. of paraffin base incorporating in that quantity 90,000 units of neomycin sulphate, 2,900 units of zinc bacitracin and 26,000 units of polymyxin-B sulphate.

Low-Sodium Contrast Medium.—Pharmaceutical Specialities (May & Baker), Ltd., Dagenham, Essex are introducing on April 24 Cardio-"Conray" X-ray contrast medium containing meglumine iothalamate 52 per cent. w/v sodium iothalamate 26 per cent. to meet the requirements of those radiologists who prefer a mixture with a reduced sodium content for angiocardiology and aortography. It is stated that studies in dogs indicate that mixtures of meglumine and sodium salts of water soluble contrast media are likely to be less toxic than solutions of the corresponding sodium salts and in the correct proportion provide optimum balance of viscosity and iodine content. Cardio-"Conray" is being made available in ampoules of 20 mls. in pack of 10.

New Packs at New Prices.—Lloyd-Hamol, Ltd., 36 Berkeley Square, London, W.1, are from May 1 issuing their Anabolox (stanalone protein-anabolising steroid) tablets foil-packed

in cartons of thirty and 100; the 250 size is continuing to be supplied in bottles while stocks last. — Selparm Laboratories announce that, from May 1, Ponderax tablets are being issued in a new laminated foil strip of ten in cartons of 100 and 500, replacing current bottle packs. The present packs of fifty and 100 are being discontinued from that date, though wholesalers may still have stocks to clear for a short time. The 1,000-tablet pack is being withdrawn from the same date and the product is being reduced in price. Distributors of Ponderax are Macarthy's, Ltd., Chesham House, Chesham Close, Romford, Essex.

COSMETICS AND TOILETRIES

Slimming Foam Bath and Cream.—Natura Products, Ltd., 84 Camden Road, London, N.1, are distributing in the United Kingdom the French slimming specialities *Cytamousse* foam bath and *Crème Remodelante* slimming cream. The foam bath concentrate is claimed to contain slimming agents with nutritional proteins, the cream to penetrate to the subcutaneous tissues to attack "the fatty secretions and water pockets that have to be broken up."

A Sun-tan Lotion.—New from Oliver Goldsmith, Ltd., 60 Poland Street, London, W.1, is a sun-tan lotion made by Laurie of London, Ltd., 34 Leinster Terrace, Lancaster Gate, London, W.2. The product is described as a unique combination of rare oriental oils and latest cosmetic sun screens, and put forward as a natural partner to the Oliver Goldsmith sunglasses. The pack is a plastic-capped bottle.

Toilet Perfume in Atomiser.—Parfums Marcel Rochas (England), Ltd., 19 Grosvenor Street, London, W.1, have added to their atomiser range in Great Britain Madame Rochas *parfum de*



toilette in 4-oz. atomiser with label and carton in French tapestry design in cameo tones. The bottle is gold-capped. The product is described by the makers as an ideal medium between perfume and Cologne—"never too heavy for day use yet of sufficient strength for the evening."

Beauty Mascara.—New French beauty mascara by Estee Lauder Cosmetics, Ltd., 18 Davies Street, London, W.1, is described as "the perfect way of framing" the water-colour collection of Estee Lauder. The mascara is designed to emphasise the eyes by building up and colouring the lashes. The unusually large brush provided helps to separate the lashes into a luxurious fringe that looks naturally longer, thicker and silkier. The product is available in four fashion shades (jet black, navy blue, tortoise brown and charcoal grey).

Newcomers in the Range.—Coty (England), Ltd., 3 Stratford Place, London, W.1, have launched three new specialities in the *Imprévu* and *L'Aimant* ranges. First is an emollient bath oil described as "a balanced combination of floating and dispersible



oils formulated so that they are carried from the bath to envelop the body with fragrance" or smoothed direct on to the skin or hands, elbows, heels, knees or other dry areas before taking a shower. The product is presented in gold-screened, gold-capped glass bottle for *Imprévu* and stylised modern bottle,

for Coty "frosted velvet" is a delicately *L'Aimant*. A second new product, hued, pearlescent non-sticky all-over body lotion for soothing, smoothing and cooling the body, leaving a smooth film of fragrance as a foundation for matching Coty fragrance products. The product is presented in a cartoned bottle in red-and-white design for *L'Aimant* and blue-and-white arch motif for *Imprévu*. Pulse perfume, third of the new trio, is described as an attractive, modern and simple way of applying fragrance. It comes in a roll-on applicator bottle that is leak-proof and convenient for carrying around in a handbag. The pale amber-coloured liquid contains the same essential oils as Coty's creamy skin perfume, and its long-lasting fragrance note is released instantly. The two variants are presented in window cartons.



ITALIAN DESIGNED: Bottle and carton of Atkinson's English lavender as now available from J. & E. Atkinson, Ltd., London, W.1.

HORTICULTURAL PRODUCTS

Controlling Rose Mildew.—Pan Britannica Industries, Ltd., Britannica House, Waltham Cross, Herts, have added to their Toprose range a new product Toprose mildew spray, described as a new liquid form of Karathane that gives better-than-ever mildew control without leaving an unsightly deposit. The product is issued in packs of 2 and 4 fl. oz. making 6 and 12 gall. of solution respectively. The product is accepted under the Agricultural Chemicals Approval Scheme.

Lawn Weed-killer.—May & Baker, Ltd., Dagenham, Essex, have launched a new selective weed-killer Actrilawn that may be used safely so soon as newly sown grass has reached the two-leaf stage. The principle is that, by killing weeds at an early stage of growth, the product eliminates competition for essential nutrients between the young grass and the weeds, thus allowing the lawn to establish itself more quickly. Based on ioxynil Actrilawn has been tested extensively in many parts of the country. The packs are tins of 4 and 8 oz., treating 120 and 240 sq. yd. respectively.

SUNDRIES

Lightweight Nylon Stockings.—Latest in the Eesiness range of elastic yarn stockings of E. Sallis, Ltd., Vernon

Works, Basford, Nottingham, is a closed-toe, knee-length garment in six sizes.

Stain-cleaning Sachets.—Thawpit, Ltd., 27 Sunbeam Road, London, N.W.10, have launched a new product Spot Kleeners as a quick-action stain shifter. Spot Kleeners are presented in moisture-proof sachets each containing



a non-woven terylene cloth impregnated with a cleaning solution. The intention is that the sachet shall be carried on the person in readiness for the moment when a stain occurs, and the sachet or two is easily carried in the handbag, in the pocket or in the car. The pack is a carton holding five-sachets in display box of twelve cartons. There are two display boxes to a case.

Easily Separated Nappy Liners.—The new blue-dot Chix nappy liners of Johnson & Johnson (Great Britain) Ltd., Slough, Bucks, are made from a non-woven specially medicated fabric that is claimed soft, comfortable and hygienic yet easily disposable. The liners have



been treated with gentle antiseptic that helps to prevent nappy rash. In use they are placed between the baby and the towelling nappy, which is left only lightly stained and easy to launder. An all over design of blue dots makes the liners easily seen against the white towelling nappy. The fabric is understood to remain strong and soft, even when wet, and not to cause chafing. Chix nappy liners are available from the manufacturer or wholesalers in box of 6 doz. and transparent plastic pack of twelve.

April 22, 1967

cumulative price changes

AMENDING C & D
QUARTERLY PRICE LIST
FOR MARCH 1967

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|------------------------------------|--|--|--|--|--|--|--|--|--|------------------------|--|--|--|--|--|--|--|--|--|---|--|--|--|--|--|--|--|--|--|
| Accoline (49 AF) | | | | | | | | | | 4oz 132 4 35 6 19 6 | | | | | | | | | | 1lb 54 8 — 5 9 | | | | | | | | | |
| ampoules 0.1 gm 8 64 0 — 7 2 | | | | | | | | | | 7oz 203 6 54 7 30 0 | | | | | | | | | | D British bee venom (52 Antibody) all packs | | | | | | | | | |
| Actual (97 Bayer) | | | | | | | | | | 14oz 390 0 104 7 57 6 | | | | | | | | | | D British grass pollen (52 Antibody) | | | | | | | | | |
| tablets | | | | | | | | | | 28oz 746 0 200 0 110 0 | | | | | | | | | | D Bromodyne (745 Legat) | | | | | | | | | |
| 250 15 0ea — 22 6 | | | | | | | | | | | | | | | | | | | | D Brovon (859 Moore) | | | | | | | | | |
| 1000 47 8ea — 71 6 | | | | | | | | | | | | | | | | | | | | pressurised complete | | | | | | | | | |
| Acthar (61 APC) ts4B | | | | | | | | | | | | | | | | | | | | refill 108 0 — 13 0 | | | | | | | | | |
| intravenous 45iu 84 0 — — | | | | | | | | | | | | | | | | | | | | D Cadbury (216 Cadbury) | | | | | | | | | |
| Acridlawn (818 M & B) | | | | | | | | | | | | | | | | | | | | diabetic chocolate | | | | | | | | | |
| weed killer | | | | | | | | | | | | | | | | | | | | plain 1lb 18 0 2 8 1 11 | | | | | | | | | |
| 4oz 44 0 — 5 6 | | | | | | | | | | | | | | | | | | | | almond 1lb 21 10 3 3 2 4 | | | | | | | | | |
| 8oz 84 0 — 10 6 | | | | | | | | | | | | | | | | | | | | D assorted | | | | | | | | | |
| Actron (843 ML) | | | | | | | | | | | | | | | | | | | | Cadum (280 CP) 5 pack minimum order | | | | | | | | | |
| tablets | | | | | | | | | | | | | | | | | | | | soap continental | | | | | | | | | |
| 10 18 8 5 1 2 6 | | | | | | | | | | | | | | | | | | | | toilet 18 10 5 2 1 2 | | | | | | | | | |
| 20 33 8 9 1 4 6 | | | | | | | | | | | | | | | | | | | | (2doz) (2doz) 29 7 8 1 1 10 | | | | | | | | | |
| Adcortyl-A (1176 Squibb) | | | | | | | | | | | | | | | | | | | | bath | | | | | | | | | |
| intramuscular (vet.) 100gm & 1gm | | | | | | | | | | | | | | | | | | | | Cantil (824 MCP) ts4A | | | | | | | | | |
| Adcortyl-A (1176 Squibb) | | | | | | | | | | | | | | | | | | | | tablets 50 19 4ea — 29 0 | | | | | | | | | |
| ophthalmic ointment with graneodin | | | | | | | | | | | | | | | | | | | | with pheno- | | | | | | | | | |
| Ad-Pilo (930 P & B) ts1 | | | | | | | | | | | | | | | | | | | | barbitone 50 19 10ea — 29 9 | | | | | | | | | |
| ophthalmic solution | | | | | | | | | | | | | | | | | | | | D Carbellon (830 Medo) | | | | | | | | | |
| 1% 10mils 5 6ea — 8 3 | | | | | | | | | | | | | | | | | | | | 500 pack | | | | | | | | | |
| 2% 10mils 6 3ea — 9 5 | | | | | | | | | | | | | | | | | | | | D Check (1533 Check) existing entry | | | | | | | | | |
| 4% 10mils 7 9ea — 11 8 | | | | | | | | | | | | | | | | | | | | I Check (532 Goya) | | | | | | | | | |
| Albamycin GU (1263 Upjohn) ts4B | | | | | | | | | | | | | | | | | | | | deodorant | | | | | | | | | |
| tablets | | | | | | | | | | | | | | | | | | | | aerosol 110gm 44 1 11 9 6 6 | | | | | | | | | |
| 100 104 6ea — — | | | | | | | | | | | | | | | | | | | | puffer 34cc 28 10 7 8 4 3 | | | | | | | | | |
| Alevaire (97 Bayer) | | | | | | | | | | | | | | | | | | | | roll-on 50cc 37 3 9 11 5 6 | | | | | | | | | |
| solution 500mils 13 3ea — — | | | | | | | | | | | | | | | | | | | | Chem-Plus (810 Maw) | | | | | | | | | |
| Amin-Ex (760 Liga) existing entry | | | | | | | | | | | | | | | | | | | | denture cleanser 18 6 5 1 2 9 | | | | | | | | | |
| Amin-Ex (760 Liga) | | | | | | | | | | | | | | | | | | | | Chix (672 Johnson) | | | | | | | | | |
| low protein biscuits | | | | | | | | | | | | | | | | | | | | disposable nappy | | | | | | | | | |
| 5oz 20 0 — 2 3 | | | | | | | | | | | | | | | | | | | | liners 14 0 — 1 9 | | | | | | | | | |
| Anapax (1053 Rexall) | | | | | | | | | | | | | | | | | | | | I Cindico (264 Cindico) | | | | | | | | | |
| cold tablets delete † | | | | | | | | | | | | | | | | | | | | Baby Bouncer | | | | | | | | | |
| cough pastilles insert † | | | | | | | | | | | | | | | | | | | | exercise harness 45 0ea — 67 6 | | | | | | | | | |
| nasal spray delete † | | | | | | | | | | | | | | | | | | | | Pelican baby's bib 54 0 — 6 9 | | | | | | | | | |
| Andre Philippe (48 AP) | | | | | | | | | | | | | | | | | | | | Colomycin (972 Pharmax) T5 | | | | | | | | | |
| bubble bath | | | | | | | | | | | | | | | | | | | | injection | | | | | | | | | |
| dimple 2 13 0 3 7 1 11 | | | | | | | | | | | | | | | | | | | | 500,000 units 10 60 9ea — 81 0 | | | | | | | | | |
| Cologne/lavender | | | | | | | | | | | | | | | | | | | | 1,000,000 units 10 86 10ea — 115 10 | | | | | | | | | |
| 10oz 24 19 6 5 4 2 11 | | | | | | | | | | | | | | | | | | | | tablets | | | | | | | | | |
| shampoo liquid | | | | | | | | | | | | | | | | | | | | 250,000 units 100 79 5ea — 105 11 | | | | | | | | | |
| bottle 16 19 6 5 4 2 11 | | | | | | | | | | | | | | | | | | | | 1,500,000 units 50 233 0ea — 310 8 | | | | | | | | | |
| Antibacyn (52 Antibody) | | | | | | | | | | | | | | | | | | | | Colorfast (265 Clairol) | | | | | | | | | |
| Antiphlogistine (369 DL) | | | | | | | | | | | | | | | | | | | | shampoo schae 20 3 5 7 3 0 | | | | | | | | | |
| rub 2oz 30 10 8 6 4 7 | | | | | | | | | | | | | | | | | | | | (3 doz.) (3 doz.) | | | | | | | | | |
| Antisol (11 Aerosmoke) | | | | | | | | | | | | | | | | | | | | Color-Match (525 Golden) | | | | | | | | | |
| (distributors 1518 Tillner) | | | | | | | | | | | | | | | | | | | | entry line 46 2 12 8 6 10 | | | | | | | | | |
| Antoin (394 DF) | | | | | | | | | | | | | | | | | | | | D Comfy (672 Johnson) | | | | | | | | | |
| Antoin (311 C) | | | | | | | | | | | | | | | | | | | | disposable nappies | | | | | | | | | |
| .P.L. 37 (52 Antibody) | | | | | | | | | | | | | | | | | | | | 6 14 1 1 3 11 | | | | | | | | | |
| Appetrol (1441 Wallace) ts4B | | | | | | | | | | | | | | | | | | | | old pack | | | | | | | | | |
| tablets | | | | | | | | | | | | | | | | | | | | Compericum (1261 Ucal) | | | | | | | | | |
| 100 19 1ea — 28 8 | | | | | | | | | | | | | | | | | | | | 4oz 44 0 12 1 6 2 | | | | | | | | | |
| 50 — — — | | | | | | | | | | | | | | | | | | | | 8oz 75 0 20 7 10 9 | | | | | | | | | |
| Armyl (61 APC) | | | | | | | | | | | | | | | | | | | | 80oz 42 0ea 11 6 1/2 — | | | | | | | | | |
| injection vial | | | | | | | | | | | | | | | | | | | | Condition (265 Clairol) | | | | | | | | | |
| Astral (333 Cupal) existing entry | | | | | | | | | | | | | | | | | | | | hair conditioner | | | | | | | | | |
| Astral (333 Cupal) | | | | | | | | | | | | | | | | | | | | tube 37 0 10 2 5 6 | | | | | | | | | |
| air fresheners | | | | | | | | | | | | | | | | | | | | D Contrexville-Pavillon (653 I&R) | | | | | | | | | |
| bouquet blocks 11 1 — 1 3 | | | | | | | | | | | | | | | | | | | | 35 3 5 10 4 4 | | | | | | | | | |
| cedar blocks 22 0 — 2 6 | | | | | | | | | | | | | | | | | | | | Cortelan (518 Glaxo) | | | | | | | | | |
| junior blocks 6 11 — 9 | | | | | | | | | | | | | | | | | | | | tablets 5mgm 50 | | | | | | | | | |
| rainbow blocks 18 10 — 2 0 | | | | | | | | | | | | | | | | | | | | D Co-tabs (311 C) | | | | | | | | | |
| air freshener aerosols | | | | | | | | | | | | | | | | | | | | P.10 paracetam | | | | | | | | | |
| Apple Blossom | | | | | | | | | | | | | | | | | | | | 500mgm 100 38 6 — — | | | | | | | | | |
| super size 37 4 — 3 11 | | | | | | | | | | | | | | | | | | | | 250 6 8ea — — | | | | | | | | | |
| Caribbean Night | | | | | | | | | | | | | | | | | | | | 1000 24 0ea — — | | | | | | | | | |
| popular size 32 5 — 3 3 | | | | | | | | | | | | | | | | | | | | P.32 penicillin V | | | | | | | | | |
| Magnolia Blossom | | | | | | | | | | | | | | | | | | | | 250mgm T5 100 318 0 — — | | | | | | | | | |
| household size 29 2 — 2 11 | | | | | | | | | | | | | | | | | | | | Coty (301 Coty) | | | | | | | | | |
| super size 37 4 — 3 11 | | | | | | | | | | | | | | | | | | | | eye shadow powder | | | | | | | | | |
| Rose Petal | | | | | | | | | | | | | | | | | | | | evening shades 61 0 16 3 9 0 | | | | | | | | | |
| household size 29 2 — 2 11 | | | | | | | | | | | | | | | | | | | | hand care cream | | | | | | | | | |
| super size 37 4 — 3 11 | | | | | | | | | | | | | | | | | | | | 296 35 6 9 6 5 3 | | | | | | | | | |
| Touch of Spring | | | | | | | | | | | | | | | | | | | | D hand treatment cream — — | | | | | | | | | |
| super size 37 4 — 3 11 | | | | | | | | | | | | | | | | | | | | Cow and Gate (307 C & G) | | | | | | | | | |
| bubble pack blocks | | | | | | | | | | | | | | | | | | | | humanised milk food 20 oz. | | | | | | | | | |
| apple blossom | | | | | | | | | | | | | | | | | | | | Cravache (Piguet (1253 Turnpenny) existing entry) | | | | | | | | | |
| carnation, lavender | | | | | | | | | | | | | | | | | | | | I Cravache (Piguet (1446 Pearmoss)) | | | | | | | | | |
| moth repellent | | | | | | | | | | | | | | | | | | | | after shave or toilet | | | | | | | | | |
| magnolia blossom | | | | | | | | | | | | | | | | | | | | water for men 202 17 0ea 4 8ea 29 4 | | | | | | | | | |
| rose petal, toilet | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| car air freshener 13 10 — 1 6 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 16 0 — 1 9 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Atkinson (76 Atkinson) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| English lavender | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2oz 71 3 19 1 10 6 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

[illegible]

| | | | | | | | | | | | | | | | | | |
|-----------------------------|-----|-----|------|--------|---|--|---------------|-----|------|--------------------------|--------------------------------|----------------------|------|-------|------|------|------|
| area (1176 Squibb) ts1s4A | 100 | 97 | 3ea | — | D | 1oz, 2oz, 8oz | — | — | — | Tri-X Pan 135-20 | 362 | 6 | 99 | 8 | 5 10 | | |
| capsules 500mgm | 100 | 97 | 3ea | — | D | sterilised 1oz | — | — | — | 135-36 | 465 | 8 | 128 | 1 | 7 6 | | |
| ard (645 Ilford) | 100 | 97 | 3ea | — | D | lint B.P.C. 1/2oz, 2oz, | — | — | — | 935 275 | 0 | 0 | 75 | 8 | 4 5 | | |
| aper Ilfobrom single weight | 100 | 97 | 3ea | — | D | 8oz | — | — | — | 17 metres 2206 | 3 | 606 | 9 | 35 | 6 | | |
| 2 1/2 x 3 1/2 | 100 | 4 | 6ea | 1 3ea | D | pleated wool | — | — | — | Panatomic-X | 135-36 | 465 | 8 | 128 | 1 | | |
| 3 1/2 x 3 1/2 | 100 | 5 | 10ea | 1 8ea | D | Kalevan (436 Evans) | — | — | — | 935 275 | 0 | 0 | 75 | 8 | 4 5 | | |
| 3 1/2 x 4 1/2 | 100 | 7 | 0ea | 1 11ea | I | Kee (1000 PPL) | — | — | — | 17 metres 2206 | 3 | 606 | 9 | 35 | 6 | | |
| 3 1/2 x 5 1/2 | 250 | 16 | 10ea | 4 8ea | I | nylon whitener | 36 | 5 | — | Lady Jayne (735 Lughton) | 63 | 9 | 17 | 6 1/2 | 9 11 | | |
| 3 1/2 x S | 100 | 7 | 8ea | 2 1ea | I | standard | (2 doz.) | — | 1 10 | heat rollers (4) | 8 | 125 | 6 | 34 | 6 | | |
| 3 1/2 x S 1/2 | 25 | 2 | 8ea | 9ea | I | double | (2 doz.) | — | 3 2 | L'Aiment (301 Coty) | emollient bath oil | 373-20 | 123 | 9 | 33 | 3 | |
| 4 1/2 x 6 1/2 | 100 | 8 | 4ea | 2 4ea | I | Kifa (1207 Svedmed) | 44 | 0 | — | pulse perfume | 114-20 | 101 | 9 | 27 | 3 | | |
| 4 1/2 x 6 1/2 | 250 | 20 | 2ea | 5 7ea | I | ear plugs | 44 | 0 | — | frosted velvet | 266-20 | 162 | 9 | 43 | 8 | | |
| 6 x 8 | 100 | 12 | 8ea | 3 6ea | I | Kleinerts (706 Kleinerts) | 2170 | 28 | 0 | Lempak (261 Christy) | skin fresher | 20 | 2 | 5 | 6 | | |
| 6 1/2 x 8 1/2 | 25 | 6 | 4ea | 1 9ea | I | baby pants | 2170 | 28 | 0 | Liga (760 Liga) | 3-way food | 4 1/2oz | 12 | 0 | — | 1 3 | |
| 8 x 10 | 100 | 21 | 10ea | 6 0ea | I | Fairy | 2170 | 28 | 0 | gluten free biscuits | 6 1/2oz | 20 | 0 | — | 2 3 | | |
| 8 x 10 | 250 | 52 | 10ea | 14 7ea | I | ex. large | 2170 | 28 | 0 | Li-lo (308 Cow) | hot water bottles | 45 | 6 | — | — | | |
| 10 x 11 | 100 | 4 | 2ea | 1 2ea | I | Petalatex | 2173 | 28 | 0 | Jug | Sheerline | 74 | 0 | — | — | | |
| 10 x 12 | 100 | 31 | 0ea | 8 6ea | I | ex. large | 2181 | 36 | 0 | Limmits (1552 UL) | chocolate wholemeal | 38 | 0 | 6 | 4 | | |
| 12 x 15 | 250 | 75 | 2ea | 20 8ea | I | Frilllette | 2810 | 40 | 0 | biscuits | shampoo beer | 18 10 | 5 | 2 | 2 10 | | |
| 16 x 20 | 100 | 10 | 15ea | 4 4ea | I | ex. large | 2812 | 56 | 0 | Litesome (1581 Litesome) | existing entry | — | — | — | — | | |
| 20 x 24 | 100 | 120 | 6ea | 33 2ea | I | Frillies all white | 2812 | 56 | 0 | Litesome (1581 Litesome) | athletic slip | 51 | 8 | 5 | 3 | | |
| double weight | 100 | 180 | 0ea | 49 6ea | I | change and lipstick | 2777 | 44 | 0 | cricket guard | cushioned | 71 | 5 | 18 | 8 | | |
| 2 1/2 x 3 1/2 | 100 | 5 | 2ea | 1 5ea | I | purse | 2783 | 29 | 0 | supporters | BIF | 51 | 6 | 5 | 3 | | |
| 3 1/2 x 4 1/2 | 250 | 19 | 8ea | 5 5ea | I | roomy purse | 2796 | 57 | 9 | BIF, 10 | BIF, 10 | 56 | 1 | 5 | 10 | | |
| 3 1/2 x S | 25 | 2 | 10ea | 10ea | I | reversible purse | 2785 | 109 | 0 | cricket | standard | 64 | 9 | 6 | 9 | | |
| 3 1/2 x S 1/2 | 100 | 9 | 0ea | 2 6ea | I | sanitary belts | 542 | 16 | 11 | nylon | Mayfair | 125 | 2 | 13 | 1 | | |
| 4 1/2 x 6 1/2 | 250 | 23 | 10ea | 6 7ea | I | lin elastic | 423 | 21 | 11 | Royale | spare pouch | 41 | 2 | 4 | 4 | | |
| 6 x 8 | 100 | 9 | 0ea | 2 8ea | I | 1/2 in elastic | 546 | 24 | 5 | swim | 42 | 4 | 4 | 5 | | | |
| 6 1/2 x 8 1/2 | 250 | 54 | 10ea | 15 1ea | I | 1 in rayon | 546 | 26 | 4 | anklet lastex | lightweight | 44 | 0 | — | 5 6 | | |
| 8 x 10 | 100 | 3 | 10ea | 2 8ea | I | elastic | 546 | 26 | 4 | heavy type | 32 | 0 | — | 4 0 | | | |
| 10 x 12 | 250 | 89 | 8ea | 24 8ea | I | large size | 546 | 26 | 4 | elbow lastex | 28 | 0 | — | 3 6 | | | |
| 12 x 15 | 100 | 54 | 10ea | 15 1ea | I | sanitary briefs | 2853 | 67 | 0 | knee cap lastex | 48 | 0 | — | 6 0 | | | |
| 16 x 20 | 100 | 10 | 15ea | 4 4ea | I | white nylon | 2853 | 67 | 0 | lightweight | 32 | 0 | — | 4 0 | | | |
| 20 x 24 | 100 | 120 | 6ea | 33 2ea | I | child's | 728 | 33 | 7 | heavy type | 32 | 0 | — | 4 0 | | | |
| double weight | 100 | 180 | 0ea | 49 6ea | I | man's | 728 | 33 | 7 | lastex felt padded | 64 | 8 | 16 | 11 | 9 6 | | |
| 2 1/2 x 3 1/2 | 100 | 5 | 2ea | 1 5ea | I | moulded | 1001 | 44 | 3 | flat padded | 57 | 10 | 15 | 1 | 8 6 | | |
| 3 1/2 x 4 1/2 | 250 | 19 | 8ea | 5 5ea | I | Avril | 9764 | 74 | 0 | Lumicreme (1219 Teeda) | hair conditioner | 56 | 0 | 15 | 6 | 8 11 | |
| 3 1/2 x S | 25 | 2 | 10ea | 10ea | I | Bellisima | 9780 | 783 | 9 | Maalox (117 BPL) | suspension 350mils | 7 | 4ea | 2 | 0ea | 13 0 | |
| 3 1/2 x S 1/2 | 100 | 9 | 0ea | 2 6ea | I | Bouquet | 9770 | 186 | 0 | dsp 2 x 350mils | 14 | 2ea | — | — | — | | |
| 4 1/2 x 6 1/2 | 250 | 23 | 10ea | 6 7ea | I | Celeste | 9781 | 940 | 6 | 16oz | — | — | — | — | — | | |
| 6 x 8 | 100 | 9 | 0ea | 2 8ea | I | Charmer | 6639 | 156 | 9 | D | Magnogene (115 Bengue) | all items | — | — | — | — | |
| 6 1/2 x 8 1/2 | 250 | 54 | 10ea | 15 1ea | I | Classique | 6515 | 294 | 9 | D | Malagride (436 Evans) | — | — | — | — | — | |
| 8 x 10 | 100 | 3 | 10ea | 2 8ea | I | Clematis | 9768 | 156 | 9 | D | Marcel Rochas (796 MR) | — | — | — | — | — | |
| 10 x 12 | 250 | 89 | 8ea | 24 8ea | I | Crusoe | 6641 | 186 | 0 | D | Madame Rochas | parfum de toilette | 54 | 4ea | 14 | 11ea | 99 3 |
| 12 x 15 | 100 | 54 | 10ea | 15 1ea | I | Daisy | 6631 | 51 | 9 | D | atomiser | 54 | 4ea | 14 | 11ea | 99 3 | |
| 16 x 20 | 100 | 10 | 15ea | 4 4ea | I | Dassia | 6643 | 220 | 3 | D | Mary Quant (876 MP) | Nailshine | 106 | 6 | 29 | 3 | 15 9 |
| 20 x 24 | 100 | 120 | 6ea | 33 2ea | I | Delicia | 9779 | 627 | 0 | D | Marzine (208 BW) ts7 | tablets 50mgm | 27 | 0 | — | — | 3 0 |
| double weight | 100 | 180 | 0ea | 49 6ea | I | Electra | 9773 | 294 | 9 | D | Mavala (664 JS & C) | cuticle oil | 120 | 0 | 33 | 0 | 18 0 |
| 2 1/2 x 3 1/2 | 100 | 5 | 2ea | 1 5ea | I | Elfin | 9458 | 138 | 0 | D | Maws (810 Maw) | baby pants Tufty | 24 | 6 | — | — | 2 11 |
| 3 1/2 x 4 1/2 | 250 | 19 | 8ea | 5 5ea | I | Fleurette | 9460 | 156 | 9 | D | Tufty pads | newborn (12) | 22 | 4 | — | — | 2 4 |
| 3 1/2 x S | 25 | 2 | 10ea | 10ea | I | houffette | 9460 | 156 | 9 | D | standard (12) | 24 | 0 | — | — | 2 6 | |
| 3 1/2 x S 1/2 | 100 | 9 | 0ea | 2 6ea | I | houffette | 9771 | 186 | 0 | D | (25) | 47 | 2 | — | — | 4 11 | |
| 4 1/2 x 6 1/2 | 250 | 23 | 10ea | 6 7ea | I | Flora | 6636 | 66 | 9 | D | Simple brush | 12 | 0 | — | — | 1 6 | |
| 6 x 8 | 100 | 9 | 0ea | 2 8ea | I | Frou Frou | 6645 | 220 | 3 | D | feeding bottle & | — | — | — | — | — | |
| 6 1/2 x 8 1/2 | 250 | 54 | 10ea | 15 1ea | I | houffette | 9774 | 294 | 9 | D | teat | 32 | 5 | — | — | 4 0 | |
| 8 x 10 | 100 | 3 | 10ea | 2 8ea | I | Honey Bouffant | 9777 | 391 | 9 | D | jug | 64 | 0 | 7 | 0 | 8 6 | |
| 10 x 12 | 250 | 89 | 8ea | 24 8ea | I | Houndstooth | 9402 | 51 | 9 | D | spatula | 9 | 4 | 1 | 0 | 1 3 | |
| 12 x 15 | 100 | 54 | 10ea | 15 1ea | I | Jungle | 9761 | 59 | 0 | D | teat | 8 | 5 | — | — | 1 0 | |
| 16 x 20 | 100 | 10 | 15ea | 4 4ea | I | Marbella | 9778 | 470 | 3 | D | Max Factor (813 MF) | Brush and Brow | 56 | 8 | 13 | 6 | 8 4 |
| 20 x 24 | 100 | 120 | 6ea | 33 2ea | I | Medley | 9765 | 93 | 3 | D | eye make-up remover | double action | 40 | 0 | 9 | 6 | 5 10 |
| double weight | 100 | 180 | 0ea | 49 6ea | I | Palma | 6514 | 156 | 9 | D | Shadow Play | 65 | 4 | 15 | 6 | 9 7 | |
| 2 1/2 x 3 1/2 | 100 | 5 | 2ea | 1 5ea | I | Palm Beach | 9421 | 138 | 0 | D | Maxolone (1393 BRL) | ampoules 2 mls 10 | 11 | 8ea | 3 | 2ea | 20 8 |
| 3 1/2 x 4 1/2 | 250 | 19 | 8ea | 5 5ea | I | Pixie | 6506 | 118 | 9 | D | symp 100mils | 8 | 6ea | 2 | 4ea | 15 1 | |
| 3 1/2 x S | 25 | 2 | 10ea | 10ea | I | Polka Dot | 9407 | 66 | 9 | D | tablets | 20 | 10 | 0ea | 2 | 9ea | 17 9 |
| 3 1/2 x S 1/2 | 100 | 9 | 0ea | 2 6ea | I | Poodle | 9416 | 369 | 6 | D | Medijet (615 H & M) ts4B | injection (vet.) | — | — | — | — | — |
| 4 1/2 x 6 1/2 | 250 | 23 | 10ea | 6 7ea | I | Posy | 6635 | 66 | 9 | D | 100 mls | 54 | 0 | — | — | 6 9 | |
| 6 x 8 | 100 | 9 | 0ea | 2 8ea | I | Roulette | 6505 | 118 | 9 | D | 500 mls | 156 | 0 | — | — | 19 6 | |
| 6 1/2 x 8 1/2 | 250 | 54 | 10ea | 15 1ea | I | Sailor splash | 9772 | 93 | 3 | D | Meltus (333 Cupal) | junior cough mixture | — | — | — | — | — |
| 8 x 10 | 100 | 3 | 10ea | 2 8ea | I | Scoobie-Doo | 9762 | 59 | 0 | D | Memoire Cherie (60 Arden) | handbag hair spray | — | — | — | — | — |
| 10 x 12 | 250 | 89 | 8ea | 24 8ea | I | Sea Wave | 9767 | 186 | 0 | D | Metamsustac (972 Pharmax) ts4B | tablets 73mgm 30 | 4 | 13ea | — | 5 6 | |
| 12 x 15 | 100 | 54 | 10ea | 15 1ea | I | Sprite | 9433 | 156 | 9 | D | 250 31 | 0ea | — | — | — | 41 4 | |
| 16 x 20 | 100 | 10 | 15ea | 4 4ea | I | Standard | 94 | 44 | 3 | D | ISmgm 30 | 4 | 10ea | — | — | 6 6 | |
| 20 x 24 | 100 | 120 | 6ea | 33 2ea | I | Stella | 6637 | 138 | 0 | D | 250 37 | 0ea | — | — | — | 49 4 | |
| double weight | 100 | 180 | 0ea | 49 6ea | I | Swing Wing | 3026 | 294 | 9 | D | Milprem 200 (1441 Wallace) | — | — | — | — | — | |
| 2 1/2 x 3 1/2 | 100 | 5 | 2ea | 1 5ea | I | Tiddly Winks | 9409 | 138 | 0 | D | — | — | — | — | — | — | |
| 3 1/2 x 4 1/2 | 250 | 19 | 8ea | 5 5ea | I | Tomboy Wig | 6649 | 369 | 6 | D | — | — | — | — | — | — | |
| 3 1/2 x S | 25 | 2 | 10ea | 10ea | I | Trumps | 6634 | 66 | 9 | D | — | — | — | — | — | — | |
| 3 1/2 x S 1/2 | 100 | 9 | 0ea | 2 6ea | I | Turban | 9775 | 294 | 9 | D | — | — | — | — | — | — | |
| 4 1/2 x 6 1/2 | 250 | 23 | 10ea | 6 7ea | I | Vigor | 9776 | 391 | 9 | D | — | — | — | — | — | — | |
| 6 x 8 | 100 | 9 | 0ea | 2 8ea | I | Water Lily | 9766 | 138 | 0 | D | — | — | — | — | — | — | |
| 6 1/2 x 8 1/2 | 250 | 54 | 10ea | 15 1ea | I | Terry Bandeau | — | — | — | D | — | — | — | — | — | — | |
| 8 x 10 | 100 | 3 | 10ea | 2 8ea | I | undercap | 44 | 3 | 4 | D | — | — | — | — | — | — | |
| 10 x 12 | 250 | 89 | 8ea | 24 8ea | I | Kodak (711 Kodak) | — | — | — | D | — | — | — | — | — | — | |
| 12 x 15 | 100 | 54 | 10ea | 15 1ea | I | black and white roll films per 100 rolls | — | — | — | D | — | — | — | — | — | — | |
| 16 x 20 | 100 | 10 | 15ea | 4 4ea | I | Verichrome Pan | 127, 120, 620 | 224 | 7 | D | — | — | — | — | — | — | |
| 20 x 24 | 100 | 120 | 6ea | 33 2ea | I | 127, 120, 620 | 126 | 265 | 5 | D | — | — | — | — | — | — | |
| double weight | 100 | 180 | 0ea | 49 6ea | I | Panatomic-X | 116 | 291 | 8 | D | — | — | — | — | — | — | |
| 2 1/2 x 3 1/2 | 100 | 5 | 2ea | 1 5ea | I | Tri-X Pan | 828 | 210 | 0 | D | — | — | — | — | — | — | |
| 3 1/2 x 4 1/2 | 250 | 19 | 8ea | 5 5ea | I | 127, 120, 620 | 120 | 224 | 7 | D | — | — | — | — | — | — | |
| 3 1/2 x S | 25 | 2 | 10ea | 10ea | I | 127, 120, 620 | 250 | 10 | 69 | D | — | — | — | — | — | — | |
| 3 1/2 x S 1/2 | 100 | 9 | 0ea | 2 6ea | I | Royal-X Pan | 120 | 291 | 8 | D | — | — | — | — | — | — | |
| 4 1/2 x 6 1/2 | 250 | 23 | 10ea | 6 7ea | I | black and white miniature film | — | — | — | D | — | — | — | — | — | — | |
| 6 x 8 | 100 | 9 | 0ea | 2 8ea | I | Plus-X Pan 135-20 | 362 | 6 | 99 | D | — | — | — | — | — | — | |
| 6 1/2 x 8 1/2 | 250 | 54 | 10ea | 15 1ea | I | 135-36 | 465 | 8 | 128 | D | — | — | — | — | — | — | |
| 8 x 10 | 100 | 3 | 10ea | 2 8ea | I | 935 275 | 0 | 0 | 75 | D | — | — | — | — | — | —</ | |

[illegible]

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

Prices are given in the sequence Trade Price per Doz., Purchase Tax per Doz., Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

| | | | | | | | | | |
|---|-------------------------------|-------|----|---|----|----|---|---|-----|
| R | Nivea (1164 SSL) | | | | | | | | |
| | creme | 363 | 37 | 9 | 10 | 2 | | 5 | |
| | polythene jar | 366 | 36 | 0 | | 9 | 8 | | 5 |
| | | 367 | 51 | 5 | 13 | 10 | | | 7 |
| • | Nordina (980 Photopia) | | | | | | | | |
| | camera 28C | | — | | | | | | 252 |
| | Paterson (673 Jo/H) | | | | | | | | |
| • | enlarging computer | | — | | | | | | 105 |
| • | Shine (412 Elida) | | | | | | | | |
| | hair conditioner | | | | | | | | |
| | aerosol | 6oz | 42 | 0 | 11 | 6½ | | | 5 |
| • | Skin Mousse (1153 SKF) | | | | | | | | |
| | foam hand cream | | | | | | | | |
| | aerosol | 8oz | 33 | 8 | | 9 | 4 | | 5 |
| | Veritoid (1061 Riker) | | | | | | | | |
| D | ampoules intravenous | 5mils | 6 | | | | | | |

Furan

lowest cost Nitrofurantoin BP
50mg tablets 23/- per 50
100mg tablets 43/- per 50 Basic NHS prices

Chelsea Drug Chemical Company Limited 310 Old Brompton Road London SW5

Extra Long Rubber Gloves.—New Paris-styled Roxy household rubber gloves by Haffenden-Roxy, Ltd., Sandwich, Kent, are 13 in long for turn-up and anti-drip cuffs and super-ribbed for safety grip.

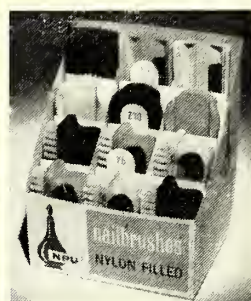
Disposable Nappies.—Johnson & Johnson (Gt. Britain), Ltd., Slough, Bucks, have introduced an improved version of their Comfy disposable nappies in order to increase absorbency and facilitate disposal after use. The improved model has a 60 per cent. thicker pad and the absorbency has been increased to a similar degree. The plastic backing is now easily separated from the pad for disposal. The nappies are issued in transparent plastic bags.

A New Product and Sales Aids.—To the N.P.U. range of products has been added a household rubber glove of French origin but now manufactured in Britain. The glove is made of high-quality latex in pastel pink or sunshine yellow colour and in three sizes. Each pair is presented in a printed polythene bag as illustrated, and the outers hold twelve of one size (six of each colour). Orders should be placed with Maw's Pharmacy Supplies, Ltd., Barnet or Preston. The Union's Nu-fresh air-freshener and fly-killer aerosols have each been given a new perfume and a counter-display unit in red, blue and white accompanies an order for 1 doz. of each. See illustrations at top cols. 2 and 3.

Baby Bouncer.—Cindico Products, Ltd., Albion Street, Driffeld, East Yorks, have effected further major improvements in their Cindico baby bouncer. The new "double" rubber bouncer has been introduced to give, they claim, a double margin of safety, and the actual amount of rubber involved has been substantially increased. A further measure of safety is provided by the introduction of a "super strong" main swivel hook of steel as used by the Armed Forces to support the weight of adult men. For maximum support and comfort for baby, a new "cuddle" harness with self-centring back has been provided. The makers undertake, if the baby does not take to the bouncer, to return the purchaser's money in full if the bouncer is returned to the company within a period of twenty-one days.

"Dispenser" for Hand Disinfectants.—With the help of hospitals, and with medical co-operation, Hough, Hoseason & Co., Ltd., 18 Chapel Street, Manchester, 19, have developed a new "dispenser," the Ster-Zac, designed so as to iron out, they say, the mechanical problems such "dispensers" were previously prone to. An after-sales service is being provided under which spares are sent by return of post, thus cutting inconvenience to a minimum. The "dispenser" is operated by the elbow, and is claimed the only one of its kind that can be bought without any stipulations as to which make of product should be used within it. It delivers the exact amount required and it is made of high-density polythene with a polypropylene pump unit, fitting into a wall-mounting chromium-plated holder.

Left: Display outer and "crown" for Nu-fresh air freshener and fly killer. Centre: New N.P.U. rubber glove. Right: "Merchandiser" for N.P.U. nylon-filled nailbrushes obtainable from Maw's Pharmacy Supplies, Ltd., Barnet and Preston.



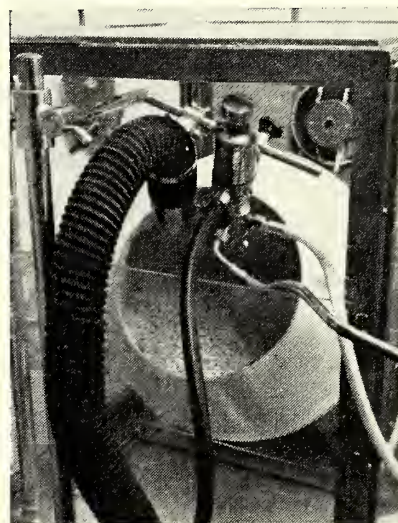
AUTOMATED TABLET COATING

Economies in time and materials

A FULLY automated high-speed machine for film- and sugar-coating tablets, with economies in time, labour and materials, is being made available in the United Kingdom by Biddle, Sawyer & Co., Ltd., 2 Fitzroy Street, London, W.1.

The machine enables the sugar coating of tablets to be carried out in about one-third of the time required for traditional methods, and the weight of coating required to produce a satisfactory finish is also substantially reduced. Enteric coatings, using cellulose acetate phthalate, can be applied during 4-7 hours of processing and normal gastric-soluble coatings of hydroxypropyl methyl cellulose, can be economically completed within 3-4 hours.

The film-coating equipment consists of three units:—A programmer or time controller, a spray gun and reservoir, and the dry-air unit. The equipment can be fitted to existing coating pans or complete installations, using special fibreglass pans, can be provided. The spray-gun and dry-air units are mounted at the mouth of



Close-up of the coating pan showing dry-air unit and spray gun.

[Courtesy, Manufacturing Chemist]

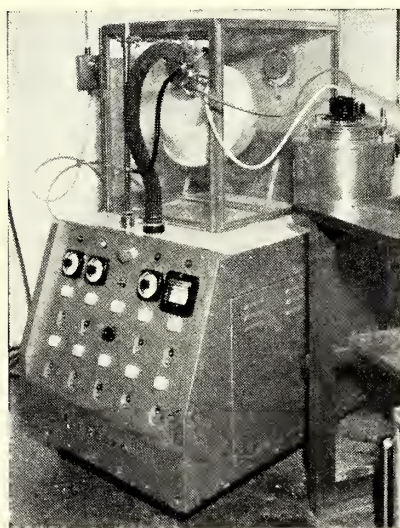
the coating pan. A time controller enables a fixed programme of spraying and drying cycles to be followed — interposed, if required, by pauses, each of a precise duration.

The machines, designed by Freund Industry Co., Ltd., are manufactured by Ebara Manufacturing Co., Ltd., both of Tokyo, Japan. A pilot plant has been purchased and installed at the Chelsea College of Science and Technology, and Messrs. Biddle Sawyer can arrange for trial runs to be made by companies wishing to evaluate the equipment.

The accuracy and effectiveness of the machine, together with the simplicity of its method of working, ensure consistency in results even when the machine is operated by those of limited experience.

The equipment is in several versions. In the pilot-size plant, costing about £1,500, the fibre-glass coating pan is mounted above the time-control unit.

In larger units one time controller may be used to programme the cycles on a number of pans. A production unit with two 50-kilo pans costs £6,400.



The pilot plant at Chelsea College of Science and Technology.

[Courtesy, Manufacturing Chemist]

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

... "By any other Name"

SIR,—The "vital ingredient" of a well-advertised liniment (new from Canada!) is, I see, "distilled from the sap of great pine trees." As the product retails at no less than 3s. 6d. for a 2 oz bottle, I suppose it sounds better not just to say "contains turps."

"BREAKTHROUGH"

Counter prescription

SIR,—In this issue of THE CHEMIST AND DRUGGIST my company is making a determined effort to communicate what our policy stands for — The Rexall plan and that of other chemist-only companies is the "Business Medicine" which the chemist would surely prescribe for himself. However, to be effective the prescription must be "taken as directed." Supporting a policy in principle only, or by just buying chemist-only products without putting in the selling effort, is of no use either to the manufacturer or to the retail chemist himself. The three ingredients needed for the chemist-only prescription to be effective are *Confidence* that the products are of top quality and suitable for the customers' needs; *Conviction* sufficient to warrant good stocking and displays; and *Action* to move the products that "last-three-feet" over the counter into the customer's hands by selling. The word "selling" conveys a certain amount of concern to many people, but it is only by selling the right products that the future of retail pharmacy can be shaped. Selling is built on the mutual trust and confidence between two people, and how better could trust be expressed than by a customer asking for advice and the confidence placed in the help of the pharmacist or a trusted member of his staff, explaining the advantages of a product to enable a meaningful choice to be made. I feel that the time has come for retail chemists to accept that a chemist-only brand means a chemist-recommended brand, for there is no finer advertising anywhere than the confidence generated by a chemist stocking a product in good quantity, giving the product good display and—*vitaly important* — *talking about it to his customers*. By a concerted effort now, pharmacists could prove that there is a tremendous potential in the future for retail pharmacy, and for the companies with the faith and conviction to remain CHEMIST ONLY.

W. R. CLARKE,
Managing director,
REXALL DRUG CO.
Nottingham.

Hostility to Supermarkets

SIR,—I am a director of a company owning a brand leader in the toilet field. The product is manufactured and sold for my company by a manufacturing chemist/distributor, therefore, I have no part in the physical selling or sales administration of the product, but I do spend some time making goodwill calls on chemists to discuss

our product and check that our distributor is giving adequate service. The product enjoys virtually 100 per cent. distribution amongst chemists, stores, chains, supermarkets and it is concerning the latter outlet that prompts me to write this letter as I have been staggered by the attitude to supermarkets taken by some chemists. I have actually met isolated instances where the chemist refuses to stock any toiletries sold by the local supermarket and several instances where a chemist openly declares that they stock the same items as the supermarkets, but do not display them on the counters or in their windows. It is difficult to decide which is the pettier of these two attitudes towards an institution now accepted as here to stay and who, in the great majority, have had the good sense not to cut prices of established toiletries. Have these chemists never heard of impulse buying? Do they not realise that probably the majority of toiletries in supermarkets are purchased on impulse? The chemist still has the advantage over any other outlet in that customers have to come

into his shop for prescriptions and ethical products and can, therefore, attract impulse purchases of toiletries, provided they are prominently displayed. Supermarkets only stock brand leaders in toiletries and no product has ever been a brand leader without many thousands of pounds spent in advertising to establish proof of its superior quality and value. How can any business-minded chemist afford not to stock and display brand leaders, however jealous he may be of other outlets? Instead of worrying about a legitimate form of retail selling invading their domain, the chemist should be far more concerned at the marked increase in the selling of cosmetics and toiletries by female agents operating in factories, offices and homes, for this is the real hazard to many chemists' main form of revenue and it can only be countered by continued display of products their customers read about from day to day in magazines, newspapers and see on cinema and television screens, these being the medias that create both considered and impulse purchases over the counter.

"W"

EMPLOYMENT IN NIGERIA

A correspondent's advice to applicants

SIR,—It is understood here that some pharmaceutical concerns are currently considering recruiting English pharmacists for Nigeria if, in fact, actual recruitment has not already commenced. Perhaps, as an "old sweat," with many years of overseas' experience I may give the following points to help applicants avoid experiencing either disappointment or an upheaval to their career. Applicants should realise that it is expensive for an employer to maintain a man in a reasonable state of existence in Nigeria, but that should not preclude the employer from offering a salary well above that which is normally offered for employment in the United Kingdom. If employed by an import agent/wholesale distributor (IA/WD), then the employee may find himself subordinate to African pharmacists, a situation that should be openly stated to the potential employee before he leaves England. Although such a situation causes no problem, the potential applicant should realise that his African superior may be drawing a salary in the region of £3,500 p.a., on top of which substantial fringe benefits exist.

Commission Problems

Further the sense of urgency usually found among Europeans can be strangely lacking in an African, however good may be his academic qualification. Should the potential employer be an American manufacturer a commission offer is usually tied in with the salary. Such commission offers can be attractive, particularly on paper. While the idea of commission is normally sound, in that it is essentially a mixture of a prod and a carrot, and

thus induces in the right man a reasonable degree of self-prodding, the commission offer should not be regarded as an integral part of the salary. That is because firms in the international divisions of the American pharmaceutical industry appear almost invariably lacking really sound organisation within their respective concerns. Thus there appears at times an astonishing lack of "communication response" between the U.S. office, its U.K.-based concern, and the man on the spot. From that situation two things happen. First, business opportunities are lost and secondly firm business booked abroad is frustrated. It thus follows that the potential of the commission offer, which is sometimes used to depress the basic salary, may never be obtained. If any reader is surprised to read that, in the opinion of the writer, American concerns are less efficient than some of us have been led to believe, and that administrative "foul-ups" are not unknown in American circles, he may find pp. 114-35 of "The Last Battle" by C. Ryan revealing. The facts stated by Ryan are typical of the occurrences of some American concerns. One victim is England (by way of lost exports). Another victim is the employee on the spot (by way of missed commission, of which the writer has sad experience). Finally it should be emphasised that the Nigerians are in general a delightful people with whom to work—courteous, willing to work, anxious to learn. Their qualities make them an attractive community among which to live, but their endearing quality is their infinite ability to laugh with others at themselves.

VERBUM SAPIENTI SAT



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TELEPHONE: CENTRAL 6565

Guidance Allowed to Council Voters

THIS year the customary statements of policy by candidates for election to the Pharmaceutical Society's Council are not appearing in the columns of this paper. That represents a passive rather than an active acceptance of a Council wish that such statements should go out with the voting papers from the Society's headquarters but should not appear anywhere else. The motivation for that decision is partly that the statements as originally drafted by the candidate may undergo different degrees of subediting according to the medium in which the voting member reads them. The "revised version" may be better or worse. The candidate may think he has been hard done by, the person subediting that he has turned a sow's ear into a silk purse. Either way, argues the Council, the result is not what it should be, for either something vital may have been removed or an inferior candidate may have been given a degree of literary and articulateness that might have influenced voters to esteem him too highly. So the idea is to publish unexpurgated versions, warts and all, and to allow the voter only one opportunity of access to them.

It happens that pressure on our space at the present time is so heavy that we are glad of the excuse to omit the policy statements, though we give brief biographical details and a portrait of each candidate on p. 380. But we shall observe closely, and keep our ear alert to reactions from our readers, before deciding whether to follow the same course next year and subsequently, or whether to provide a forum for candidates independently of the "official" statements provided with members' voting papers.

It has already been put to us by individual members that the Council's policy in this matter favours too strongly the sitting member and allows the newcomer insufficient opportunity and time to make his views and policies known. The voting papers, like the annual re-registration papers in the early part of the year, are likely to reach different members at different intervals before they are due for return, and it may well be that some would have been already able, before the papers reach them, to have read and pondered the candidates' views. As to the alleged defacement or gloss imparted by Press subediting, we are sceptical and unrepentant. Acting in complete independence, and with no intention of promoting or discounting a particular interest, our aim in this paper has been clarity of statement. Not every man with a good idea knows how to put it across, and we feel that it is better the voter should know what a candidate's meaning is than that he should be left un-

certain by reason of a candidate's being less good at grammar or syntax than he is at policy-making or public service. We may of course be wrong in that. The Council may be right. We shall await events and the reactions of others before reaching a final conclusion.

A Challenge for Hospital Pharmacists

THE paper by Burdon and Whitby on contamination of hospital disinfectants with *pseudomonas* spp. (see p. 388) is worthy of thoughtful consideration by all hospital pharmacists, for the findings they report from the Birmingham area could undoubtedly be repeated elsewhere.

Some of the points raised in the article are worthy of comment. First, the solutions found to be contaminated were standard ward stock antiseptics, not issued as sterile solutions, although when prepared by dilution of a 5 per cent. chlorhexidine solution with freshly distilled water they were in fact found to be sterile. The apparatus used in the preparation of the solutions was also free of the particular *pseudomonas* spp. Residues in bottles returned from the wards were contaminated and it became obvious that the contamination was being transferred via the bottle washer (a multi-jet rinsing type) to other containers. The first thought was to have the cold water rinsing replumbed to the hot water system but the organisms proved far more heat resistant—surviving 70°C. for five minutes—than Imperial Chemical Industries, Ltd., had stated in a circular sent to hospital pharmacists in 1965.

The ideal answer to the problem would be to pack the solutions in small containers of about 100 mls and autoclave each batch before issue, but that would be quite impracticable in most hospital pharmaceutical departments through pressure of work. The maker's recommendation that 4 per cent. of isopropyl alcohol should be added to solutions from time to time also became suspect because within a month *pseudomonads* were recovered from such solutions.

What then should the pharmacist do to ensure that the solutions he issues are free from contamination? We understand from Mr. A. E. Marston (group pharmacist, United Birmingham Hospitals) that at the Queen Elizabeth Hospital an Apex rotary hydro bottle washing machine has been installed and experiments are to be carried out using detergent and detergent-steriliser compounds to see if that method will remove the contaminating organisms. All bottles used for chlorhexidine solutions are now washed in the machine but it is too early for comment on its efficiency.

When the contamination was first discovered the following action was taken and has apparently been successful in breaking the probable cycle of infection, that is, from returned bottle to jet rinser and rinser to new bottle.

1. 4 per cent. isopropyl alcohol added to all aqueous chlorhexidine solutions.
2. Jets and all parts of the washing machine in contact with bottles swabbed with 50 per cent. isopropyl alcohol before use.
3. Screw necks of bottles swabbed with the same solution and all caps and rubber liners soaked in it for approximately one hour.

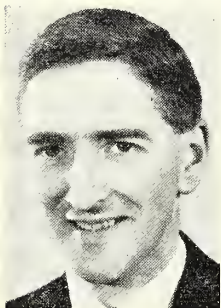
The final answer may depend upon new compounds being developed as has been the case with antibiotics where similar problems arose in the past.

COUNCIL CANDIDATES 1967

Biographies in brief of the twenty-two candidates who are standing for election to the Pharmaceutical Society's Council

J. P. Bannerman

QUALIFIED 1956. A proprietor pharmacist in Glasgow. A member of the Executive of the Scottish Department of the Pharmaceutical Society since 1965. President, Glasgow



Pharmacy Club. A committee member and Press officer, Glasgow and West of Scotland Branch of the Society.

the South-west London Chemists' Association and now chairman of its social committee. Chairman,



ladies' committee, British Pharmaceutical Conference, London, 1953 and ladies' subcommittee, Conference 1963.



T. D. Clarke, F.P.S., D.B.A.

QUALIFIED 1950. Group pharmacist, North Manchester Hospital Management Committee. A member of council, Guild of Public Pharmacists. Formerly edited *Journal of Hospital Pharmacy*. Chairman, 1960 local committee of the British Pharmaceutical Conference, Newcastle. Secretary 1966, local committee of the Conference, Manchester. A member of Conference Executive. A member of the hospital practice subcommittee, Practice Committee of the Society's Council. A member of the pharmacy board, Council for National Academic Awards. A member of executive, Manchester and Salford Branch of the Society. A member, Institute of Pharmacy Management.

Mr. R. Dickinson

QUALIFIED 1955, deputy general manager, Mawson & Proctor Pharmaceuticals, Ltd., Newcastle upon Tyne, and a director of its associated retail company. Since 1964 a member of Council. Currently chairman, industrial practice subcommittee of Practice Committee. A member of committee, Northumbrian Branch of the



Society, for a period Secretary of Branch and editor of its newsletter.



Maxwell Gordon

QUALIFIED 1930. A proprietor pharmacist. Chairman, Leeds Branch of the Society and Leeds Branch, National Pharmaceutical Union. A member of Leeds Pharmaceutical Committee.



N. A. Herdman, F.P.S.

Managing director, Duncan, Flockhart & Evans, Ltd., and a former committee member of the Romford, Liverpool and Edinburgh Branches of the Society, immediate past-chairman, British section, the Franco-British Pharmaceutical Commission. A past vice-chairman of division B (medical specialties), Association of the British Pharmaceutical Industry. A member of the industrial subcommittee of the Council's Practice Committee. Qualified 1931.

K. Holland

A director of Macarthy's, Ltd. A member of

Council, 1963-66. Publicity officer and a past chairman and treasurer, Romford Branch of the Society. British Pharmaceutical Codex Revision Committee; Joint Formulary Committee; industrial practice subcommittee of the Society's Practice Committee. A member, Franco-



British Pharmaceutical Commission, vice-chairman of division A (standard formulary medicines) and a member, code of marketing practice committee, Association of the British Pharmaceutical Industry. Qualified 1939.



Keith Jenkins

QUALIFIED 1939. A proprietor pharmacist. A member of Council since 1964. A past chairman, agricultural and veterinary pharmacy group of the Society. A past-chairman, Folkestone and West Hertfordshire Branches of the Society.



Mrs. E. J. M. Leigh

QUALIFIED 1940. Wife of a proprietor pharmacist. Formerly export marketing

manager, The British Drug Houses, Ltd. A member of Council since 1964. Society's representative on National Home Safety Committee, Royal Society for the Prevention of Accidents. A committee member, Liverpool Branch of the Society and Liverpool Chemists' Association. Chairman, Liverpool "Medicines—with Care" exhibition committee. A former committee member and social secretary, Croydon Branch. A member of pharmacy advisory committee, Liverpool Regional College of Technology. In 1962 a member of local committee and secretary, accommodation and reception subcommittee, British Pharmaceutical Conference held at Liverpool. A member of the reception and housing committee, London Conference 1953. Formerly branch liaison secretary, National Association of Women Pharmacists.



Jacob Levy

QUALIFIED in 1932. Proprietor pharmacist in Manchester.



Mrs. Enid Lucas-Smith, B.Pharm., F.P.S.

QUALIFIED 1939 from Birmingham School of Pharmacy (Cuxson Gerrard Gold Medallist). Took post with London County Council as locum hospital pharmacist. For past twenty years a proprietor pharmacist. Currently owner of businesses at Langley and at Amer-sham, Bucks. Chairman, Slough Branch, Pharmaceutical Society. Secretary,

C. H. Blenkiron

QUALIFIED from Liverpool School of Pharmacy in 1938. At present group chief pharmacist, Wigan and Leigh and Wrightington Hospital Management Committees and a member of the technical advisory panel in pharmacy, Manchester Regional Hospital Board. A past-chairman, Wigan Branch of the Pharmaceutical Society, and a member, Wigan Local Pharmaceutical Committee. Author of a number of articles on antiseptics and sterilisation and on economic efficiency in hospital pharmacy

Mrs. D. Boyes

QUALIFIED from Sunderland Technical College, 1934. Ten years of varied retail experience before joining staff of the South-eastern Pricing Office, later becoming superintendent. A former member of the national committee, Association of Executive Officers of Executive Councils and Pricing Committees (president 1955). Since 1961 actively engaged in family pharmacy and now a locum pharmacist. President, 1951-52, of

Slough Branch, National Pharmaceutical Union. A member of Institute of Pharmacy Management and a Soroptimist.



D. H. Maddock, B.Pharm.
QUALIFIED 1957. After experience in industry and as a representative is now a proprietor pharmacist. A past secretary, Romford Branch of the Society and currently secretary, Bridgend Branch and a committee member, Cardiff branch, National Pharmaceutical Union. A council member of the Institute of Pharmacy Management, and at its 1967 conference presented a paper on "Efficient Retailing in Pharmacy." Welsh speaking.



A. G. M. Madge
QUALIFIED 1933. Superintendent pharmacist in Plymouth, Devon, secretary and a past-chairman Plymouth Branch of the Society. Currently a past-chairman, Plymouth Pharmaceutical Committee and Plymouth Regional College of Technology pharmacy advisory committee. A member of Council, Sala-

ried Pharmacists' Union. A member of council, Institute of Pharmacy Management. Treasurer, pharmacy group, Royal Society of Health.



W. Mott
QUALIFIED 1941. Group Group chief pharmacist, Sheffield No. 3 Hospital Management Committee. A member of committee, Sheffield Branch of the Society, its chairman, 1958 and 1959. A member of Local Pharmaceutical committee. A member of the court of Sheffield university. A member of council, Guild of Public Pharmacists since 1950, its president, 1962-64. Currently Guild salaries secretary and staff-side secretary, Pharmaceutical Whitley Council committee C; chairman, pharmaceutical advisory committee and pharmaceutical supplies co-ordination committee, Sheffield Regional Hospital Board.



J. A. Myers, B. Pharm., F.P.S., LL.B., D.P.A.

QUALIFIED 1937. Group chief pharmacist, Royal Infirmary, Edinburgh. A member, Standing Pharmaceutical Advisory Committee for Scotland and of Scottish hospital pharmacists' consultative committee. Scottish representative on English and Welsh hospital pharmacists' consultative committee. A former member, working party on quality control of hospital drug supplies. Since 1961 a member, Society's Council and Scottish Executive. A member, surgical dressings subcommittee, British Pharmaceutical Codex.



W. F. Patterson
QUALIFIED in 1943 and works as a medical representative. He is secretary of and a past chairman, Sheffield Branch of the Society and Sheffield Pharmacy Club.

A. G. Reed
QUALIFIED 1930. A proprietor pharmacist. Vice-chairman, Leeds Branch of

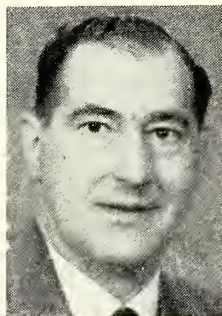


the Society. A former chairman Leeds Branch, National Pharmaceutical Union. A member, Leeds Pharmaceutical Committee.



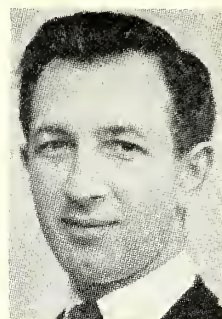
C. H. Preston-Robinson, D.B.A.

QUALIFIED 1932. Group pharmacist, Mansfield group of hospitals. A member of committee, Mansfield Branch of the Society since 1946, branch secretary for seventeen years and a former chairman. A member, Nottingham County and City Pharmaceutical Committee. A member of council, Guild of Public Pharmacists for fourteen years and currently treasurer and a trustee, and a former registrar and vice-president. A member of the Pharmaceutical Whitley Council committee C, and General Whitley Council for the Health Service and its general purposes committee. A member, appeals panel, professional staffs, Northern Ireland General Health Services Board.



D. Royce
QUALIFIED 1944. A proprietor pharmacist. In 1955-56 chairman, Pontefract and Castleford Branch, National Pharmaceutical Union and then its secretary until 1965, when branch was absorbed

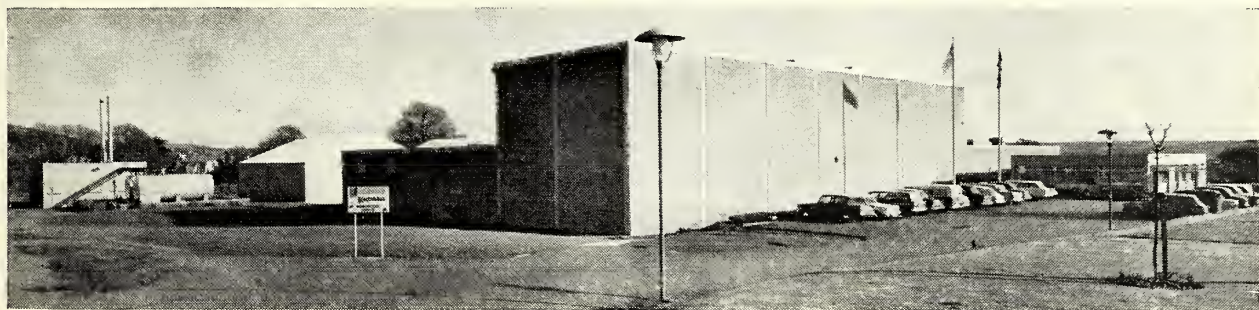
into Leeds Branch. Since then a committee member, Leeds N.P.U. branch. A committee member Leeds Branch of the Society since 1950 (its chairman 1957-58). A member of West Riding Pharmaceutical Committee since 1957. (As chairman 1966-67) Since 1959 a member, West Riding Executive Council.



D. N. Sharpe
QUALIFIED 1957. A proprietor pharmacist. Secretary, 1959-61, Hendon and Edgware Branch of the Society, (its vice-chairman in 1962), chairman 1963. A member, Inner London Pharmaceutical Committee.



D. E. Sparshott
QUALIFIED 1929. He was formerly chief pharmacy superintendent Boots, Ltd. Currently an employee pharmacist in private general practice. Since 1964 member of Council and chairman of its Law Committee. A past-chairman, Nottingham Branch of the Society. A member of a hospital management committee and an urban district council.



ELASTIC HOSIERY FACTORY: The new factory at Braunton, Devon, at which Burson hosiery, formerly imported from the United States, is now being manufactured by Kendall Co. (U.K.), Ltd., 83 Pall Mall, London, S.W.1.

Preservatives and Flavours in Medicines

HOSPITAL PHARMACISTS' PAPERS AND DISCUSSIONS

FIRST speaker at the week-end school of the Guild of Hospital Pharmacists at Cardiff on April 7 (see C. & D., April 15, p. 351) was Mr. A. D. Russell, B.Pharm., Ph.D. His paper dealt with those products (injections, immunological products, eye-drops, preparations for external use and oral preparations) that required the presence of a preservative.

INJECTIONS were sterilised (a) by heating in an autoclave (single-dose injections required no added preservatives, whereas an antimicrobial compound must be included in multidose containers unless the active medication had sufficient antibacterial activity of itself); (b) heating with a bactericide (including a bactericide comprised part of the sterilisation process); (c) filtration (multidose injections must contain a suitable bactericide). Injections for intrathecal, intracisternal and peridural use must be packed in single-dose containers, and should not contain a preservative.

Bactericides used in injections in Britain are given in the table:—

| Preservative | Concentration (% w/v) | Distribution between water and rubber |
|----------------|-----------------------|---------------------------------------|
| Phenol | 0.5 | 85:15 |
| Cresol | 0.3 | 67:33 |
| Chlorocresol | 0.1 | 15:85 |
| Phenylmercuric | 0.001 | 5:95 |

The choice of antimicrobial agents for use in IMMUNOLOGICAL PRODUCTS should suppress microbial growth, be compatible with the product and, in vaccines, have no effect on the antigenic identity of the organism. It should also be stable at normal temperatures, non-toxic, and not unduly absorbed into the rubber used in multidose containers.

In EYE SOLUTIONS several micro-organisms had been found as contaminants. The most serious were *Pseudomonas aeruginosa*. Eye drops must be sterile before use, and must contain a suitable anti-microbial substance to prevent contamination during use. In the B.P.C., 1963, chlorocresol had replaced "Solution for Eye-drops" as a preservative but later hurriedly deleted when a solution of normal saline containing 0.1 per cent. w/v chlorocresol had caused damage to the corneal epithelium when used in a series of operations involving the anterior chamber of the eye.

Preparations of phenylmercuric nitrate and acetate are both used in this country, but it was known that they were only slowly sporicidal and absorbed into rubber. Mercurialentis occurs upon prolonged exposure to them, but that was considered a rare and innocuous event.

Benzalkonium chloride had lower activity against Gram-negative than against Gram-positive bacteria, but was nevertheless active against *Ps. aeruginosa*. It was not toxic to the eye, but was incompatible with some rubber teats (hence the use of silicone rubber) and with anionic compounds.

Chlorhexidine acetate was effective against Gram-positive and Gram-negative bacteria, including *Ps. aeruginosa* but was incompatible with certain active constituents of eye-drops (fluorescein, physostigmine), and was not sporicidal.

Other Preparations for External Use

Products designed to treat local infections, contained antimicrobial agents as their chief active ingredients. Several factors influenced the need for preserving emulsions. They included the ratio of oil to water, the emulsion type (o/w or w/o), the pH of the aqueous phase, its surface tension, oxygen tension and osmotic pressure, the nutritive value of the emulsion, and the type of container. Since micro-organisms require moisture for macromolecular syntheses, the characteristics of the aqueous phase determined whether microbial growth could occur. Those micro-organisms most likely to cause spoilage in emulsions included *Staph. aureus*, *B. subtilis*, *E. coli*, *Ps. aeruginosa*, *Aspergillus niger*, *Penicillia* and *Candida albicans*.

Cork liners to caps should be avoided. Whenever necessary, a preservative must be included.

Examples of some preservatives in general use were:—

SOME PRESERVATIVES USED IN CREAMS

| Group | Preservatives |
|-------------------------------|--|
| Phenols and Alcohols | Phenol, cresol, chlorbutanol, phenoxyethylalcohol chlorocresol |
| Benzoic acid and derivatives | Benzoic acids, parabens, p-hydroxybenzoic acid |
| Organic acids | Sorbic acid, dehydroacetic acid, salicylic acid |
| Mercury compounds | PMN, PMA, phenylmercuric borate |
| Quaternary ammonium compounds | Benzalkonium chloride, benzethonium chloride, cetylpyridinium chloride, cetrimide. |

A sufficient concentration of preservative must be in solution in the aqueous phase, since preservatives were effective only in aqueous solution, and since micro-organisms existed in the aqueous phase or at the interfacial boundary on the aqueous side of the interface. The preservative is partitioned between the oil and water phases. Interaction frequently occurred between emulsion ingredients and preservatives. Ionic surface-active agents did not ionise to any great extent in solution, and were thus compatible with anionic and cationic substances. However, Wedderburn (1958) found that non-ionic surface-active agents reduced the antimicrobial activity of many preservatives, including the parabens, chlorocresol, chlorhexidine, benzalkonium and cetrimide. The non-ionic agents themselves possessed no antimicrobial activity, and it was essential that emulsions containing them should be adequately preserved.

Preparations for Oral Use

Galénicals such as tinctures, fluid extracts and syrups, were usually resistant to microbial attack. The desirable

properties of an antimicrobial for use in oral preparations included freedom from toxicity, freedom from unpleasant taste and smell and compatibility with other ingredients. Preservatives commonly used included benzoic acid (in mixtures having a pH of five or less), the parabens (in some syrups and antibiotic mixtures), chloroform (which also had a carminative action), sorbic acid (as a fungistatic agent in mucilages and in diluted syrups), and sulphur dioxide, present as such or in the form of sulphites.

Questions

MR. R. H. LEACH, Birmingham, asked about the method used to determine the increase in concentration of a preservative at an interface and was told that work done at Chelsea by Dr. Bean on phenol in a water/liquid paraffin mixture was still at an early stage.

MRS. GROVES, Nottingham, asked why, if the parabens were frowned on in eye drops, they should be acknowledged in creams. DR. RUSSELL said that more work was needed to be done on the parabens which, under the action of an esterase, released parahydroxybenzoic acid.

In view of the difficulties that arose when there was a mixture of preservatives, said MR. A. WILLIAMS, Salford, what was to be done about mixed creams? The speaker replied that a *Lancet* article had recommended prescribers not to order creams to be mixed.

Flavours for Medicines

THE second paper on Friday evening was given by MR. E. COWLEY, B.Sc., F.R.I.C., on "Flavouring of Medicines." By way of *hors d'oeuvre* to his paper, Mr. Cowley handed out a selection of sugar boilings and asked for members' opinions on the type of flavour associated with each colour.

In the laws regarding flavours, said Mr. Cowley, there was a wide divergence throughout the world, and few were universally accepted. In the United Kingdom there existed at the moment only a recommended list of chemicals that should not be used. In the United States the Flavouring Manufacturers' Association of Chicago, recognised by the Food and Drug Administration, was at present conducting toxicological tests on flavouring ingredients. Those that received a clean bill of health were listed "generally regarded as safe," and could be used without fear of legal action. For the rest, the F.D.A. published a list of flavouring ingredients, but inclusion in the list did not signify approval. In other countries there were similar anomalies. In the United Kingdom the Dunlop Committee was charged with the task of deciding that flavouring substances used in medicinal products complied with the country's safety laws. In all countries there was a parallel divergence in the solvent used for the permitted flavour. For example, Germany allowed biacetin and

ethyl alcohol, the United States triacetin and propyl and ethyl alcohols. Formerly adult patients had been inclined to accept medicines with objectionable flavours, often coupled with strong odours. So deeply ingrained was that idea that the medicine conferred the more benefit the more objectionable it was in odour and taste. Children had no such association of ideas, so for them it was customary to render their medicines more attractive by the use of sugars and flavours such as cherry, aniseed, lemon, orange and dill together with a suitable colour. Pills were sometimes administered disguised in jam, while many present would recall the old "brimstone and treacle," the treacle hiding the sulphur fairly successfully. Tablets of sulphur were flavoured with lime and citric acid, and cod-liver oil was emulsified and flavoured with benzaldehyde and sweetened with chloroform.

"Ethical" Manufacturers' Attitude

The manufacturer of "ethical" pharmaceuticals was inclined to consider it a duty to patient and to himself to provide a palatable and elegant medicine. If successful, the formulation would overcome the patient's aversion to the medicine on taking it for the first time and would be encouraged to continue the treatment. It was to be remembered that a person might react differently to a flavour when ill than when in normal health. The true taste sensations (sweet, sour, salty and bitter, plus possibly alkaline and metallic) were received by the taste buds and the stimuli carried by the nerves to a particular region of the brain; aromatics stimulated other (the olfactory) nerve endings situated in the nasal cavity. A basic taste could not be masked by olfactory stimulation, but man had, in his appreciation of foods, established certain grouping of olfactory and taste sensations which he considered logical. Thus salt would not blend with raspberry but would do so with butterscotch or caramel. Fruit flavours would blend with acid, and some attempts had been made with strong lingering flavours such as chocolate to achieve appropriate blends with the more difficult bitter taste.

In selecting a flavour for a medicine the chemist had to consider a number of basic facts and to balance one against the other. Was it desirable to tone down the unpleasant ingredients, or was the purpose to impart strong over-riding taste and odour? Was the medicine to be taken continuously over a long period, or would a few doses only be necessary? Was the flavour chemically compatible and miscible with the vehicle (natural fruit flavours, for example were not suited to alkaline medicaments)? Menthol produced a local anaesthetic effect on the taste buds. Emulsions could be used where objectionable ingredients could be included in the disperse phase. Salt was recognised as suitable for reducing bitterness. By use of the right solvent medicine taken orally could be given without the objectionable principle being given time to dissolve in the aqueous saliva. A pro-

duct that had both taste and odour required attack from both sides. The taste could be modified with sweetening agents or demulcents and the odour overwhelmed with a pungent flavour, such as peppermint.

In the assessment of flavours it was thought wise to employ an expert panel. With children that was not ordinarily possible but the attempt had been made in a nursing hospital, at which a set of ten syrups had been tested on thirty-three children. A blend of peppermint, chloroform and saccharin had proved acceptable to the whole thirty-three, and a mixture of cardamom, bitter orange, cinnamon, clove, anethole and caraway had been well received by thirty-one, other flavours appealing to smaller groups; the syrup most universally disliked had been one flavoured with anethole, vanilla and benzaldehyde.

In food and drink people were educated to associate certain flavours with definite colours. That was not really essential in pharmaceuticals but, in the speaker's opinion, its psychological effect, particularly with medicines, could be significant. To those who wished to solve flavouring problems for themselves he advised starting with small amounts and then slowly raising the quantity until the proper level was reached, and experimenting in combining two or more flavours for interesting effects. Artificial sweetening agents should be tried as adjuncts, and colour should be tried to attain the colour/flavour association. There should be no hesitation in approaching a flavour house with a problem that might require a "tailor-made" flavour. Once a satisfactory flavour blend had been found storage tests should be conducted, preferably at high tempera-

tures, in order to accelerate any chemical reactions that might occur. Should changes occur within the required shelf life of the medicine then a new start would have to be made. There were no hard-and-fast rules. He thought the future might lay with basic taste inhibitors, a current example of which was the leaf of an Indian plant containing gymnemic acid.

When questions were invited Mr. T. D. CLARKE, Manchester, asked whether there was any method of overcoming after-taste. Mr. COWLEY's reply was that, if the matter was so serious, then the best answer was to present the medicament either in the form of an aqueous emulsion or in a capsule.

Mr. GEORGE RAINE, London, asked whether any method had been found of disguising the taste of chloral hydrate. The speaker had no suggestion to make but Mr. J. D. FENNELL, London, said that a mixture of aniseed, raspberry and vanillin with glycerin had proved effective. Mrs. GROVES, Nottingham, asked whether there was any reason why coffee was not more used in flavouring medicines, and Mr. COWLEY suggested perhaps its relative instability was the answer. Mr. K. GIBBORNE, Liverpool, had found coffee flavour the answer for proparol and asked for a method of flavouring alcohol ordered for a patient when whisky was ruled out on account of cost, and Mr. COWLEY suggested juniper or coriander.

Mr. S. POULSON, London, suggested that almost all granules pro syrup as now presented were over-flavoured and Mr. P. CREES, Birmingham, suggested that, if a medicament were to be used over a long period, a neutral flavour was perhaps the thing to seek.

MANUFACTURERS' ACTIVITIES

Bulk Depot Established.—Borax Consolidated, Ltd., have recently completed a new bulk storage depot for their borates at Runcorn Docks, Cheshire. Regular bulk shipments are now coming in from the group's principal European bulk terminal installation at Rotterdam, which in turn is supplied by large bulk carriers which ply between there and the West Coast of the United States of America.

Travelling Exhibition. Croda, Ltd., Snaith, Goole, Yorks, have established a travelling exhibition to publicise their latest developments in oils and surface active agents, rolling oils, textile chemicals and custom built glassware. The most recent exhibition was held in Sheffield where representatives of over 170 companies attended and a large number of important inquiries was received. The next exhibition is to be held in the New Connaught Hotel, Wolverhampton, Staffs, May 2-3.

Fifty years' service Recognised.—Mr. A. D. Saunders completed fifty years' service with Willows Francis, Ltd. on March 28, and to mark the occasion, at a gathering of all employees of the company Mr. A. N. McNamara (managing director) on behalf of the board of directors, presented Mr. Saunders with a cheque. Mr. McNamara said that, in contrast

to the present trend of many workers to quickly change jobs, it was most refreshing to be able to compliment an employee on such long service, but so far as Willows were concerned, not unusual. In the past three years three other employees had likewise completed fifty years' service. A gift, in the form of a wallet and notes from all the staff, was presented by Mr. E. H. Williams, who had completed forty-five years.

Lectures on "The Pill."—To explain their contraceptive pill to potential consumers, Syntex Pharmaceuticals, Ltd., St. Ives House, Maidenhead, Berks, have appointed nursing officers to talk to women's group meetings and to answer questions. The scheme has been started with two State Registered Nurses, both with special obstetric experience. Their talks consist of a brief outline of basic reproductive physiology, followed by an explanation of how the pill works. A booklet entitled "By Arrangement Only" is given free to members of the audience. "These talks," say Messrs. Syntex, "are not sales promotion—in this country the pill cannot be bought over the counter without a prescription, and the selection from among the thirteen currently available brands is properly in the hands of the doctor."

DRUGS ACTING ON THE HEART

Clinical and chemical aspects discussed in Manchester

RECENT developments in cardiovascular drugs were reviewed at a joint symposium in Manchester on March 17 of the fine chemicals group and Manchester section of the Society of Chemical Industry.

DR. B. N. C. PRITCHARD (University College, London Hospital Medical School) described the clinical applications of β -adrenergic receptor blocking drugs. Dealing mainly with propranolol he said it had an established use in angina pectoris, being the only drug shown to reduce the background of attacks during the day. During clinical trials sixteen out of seventeen patients on the drug had fewer attacks and thirteen experienced less pain and took fewer glyceryl trinitrate tablets during the trial. Dosage ranged from 5-mgm. five times daily to an exceptional 1,000-mgm. four times daily. Starting with a small dose was essential in a patient with already impaired heart function—too large a dose could result in cardiac collapse. In angina the lowered blood pressure brought the benefit of less cardiac work done. Infusion of adrenaline in dogs had been shown to lower the work done per quantum of oxygen used (i.e. the efficiency of oxygen usage was reduced). There was no evidence that propranolol had any effect on perception of pain.

Propranolol also had a use in cardiac arrhythmias. Electrocardiograms taken before and after treatment revealed a return towards normal but direct-current shock treatment gave an almost normal E.C.G. and that treatment should also be considered.

Use for propranolol in hypertension was promising — it was effective intravenously but had too narrow a therapeutic ratio. The compound had been found significantly to reduce blood pressure the fall being unaffected by posture. It was thought to act by "resetting" the baroreceptors.

A "Theoretical" Use

Phaeochromocytoma (a malignant condition associated with a generalised release of adrenaline in the body) provided an obvious theoretical use for β -adrenergic blocking agents, but little success had been achieved so far as a rise in pulse rate had been found to occur after propranolol. The compounds had minor uses in cases in which cardiac output was obstructed. X-ray photographs of a heart with defective mitral valve showed heart size considerably decreased and lung space restored after propranolol treatment.

In Parkinsonism a reduction in tremor had been obtained and there were possible uses in hyperthyroidism and anxiety states.

Side effects included sleeplessness (avoided by not giving the drug too late at night). The fact that cardiac failure had been found not to be specially dose-dependent high-lighted the need to start with a small dose, while blockade of the dilator effect of adrenaline on the bronchi could cause dyspnoea and wheezing.

DR. J. W. BLACK (Smith, Kline &

French Laboratories, Ltd.) asked for a clearer statement by authors of what they meant by β -adrenergic receptors. He described a number of methods of identifying β -adrenergic receptors.

DR. A. F. CROWTHER (Imperial Chemical Industries, Ltd.) said dichloroisoprenaline (DCI) had been the first really effective β -blocking agent, and pronethalol the first member of the series leading to propranolol. Taking as his model pronethalol (in which the —CHOHCH₂NHPr side chain of isoprenaline is attached in the α position to a naphthalene nucleus) Dr. Crowther described the effect of changes in chemical structure on β -adrenergic blocking activity.

DR. A. A. LARSEN (Mead Johnson Research Centre, Evansville, United States) said that introducing an alkyl or aryl sulphonamide moiety into the benzene ring of phenethanolamines yielded compounds with the properties of β -adrenergic stimulation and blockade and α -adrenergic stimulation. In reply to questions Dr. Larsen said that the compound MJ 1999 (the one selected for testing from the compounds prepared) was apparently not metabolised in the body. All the compounds were relatively weak *in vitro* but intravenously MJ 1999 was five times more potent than propranolol in its early action. The drug had no hypotensive action.

Advances in Anti-hypertensives

Final paper came from DR. J. AUGSTEIN (Pfizer, Ltd.) who pointed out that the majority of anti-hypertensive drugs in current use had structural similarities with nor-adrenaline and acted by interference with adrenergic nerve function. Significant advances in anti-hypertensives might in future come to depend on the molecular identification of the receptors involved in drug interaction. Thinking

should be redirected to the pathological aspects of hypertension. Drugs such as methyl dopa, bretylium, guanethidine and MAO inhibitors might act through a "false transmitter" mechanism. Recent evidence showed that active neurogenic vasodilator fibres were present in adrenergic nerve structures. It might be therefore, that active vasodilatation might play a part in the action of all "false transmitter" substances.

N.H.S. STATISTICS

IN BIRMINGHAM during November 1966 contractors dispensed 571,198 prescriptions (362,503 forms). Total cost was £271,820, an average of 114.21d. per prescription.

IN BRISTOL 2,644,080 prescriptions (1,738,752 forms) were dispensed in 1966. Total cost £1,335,845, an average of 121.26d. per prescription.

IN CARLISLE during November 1966 40,448 prescriptions (26,752 forms) were dispensed at a total cost of £23,061. Average cost per prescription 136.83d.

ESSEX contractors dispensed 416,017 prescriptions (271,351 forms) during November 1966. Total cost amounted to £227,713, an average of 131.37d. per prescription.

IN ENGLAND during November 1966 21,587,106 prescriptions (13,926,336 forms) were dispensed. Total cost was £11,237,921 averaging 124.94d. per prescription.

IN MANCHESTER during December 1966 contractors dispensed 364,777 prescriptions (233,346 forms) at a total cost of £186,604, an average of 122.77d. per prescription.

The highest average cost per prescription in England in 1966 was in GREAT YARMOUTH: 152.81d. followed by the Isles of Scilly 149.77d., West Hartlepool 149.31d., and York 143.48d. The lowest reported figures were Liverpool 109.95d., Walsall 111.67d. and Rotherham 111.79d.

PHOTOGRAPHIC NOTES

Compact Gadget Bag. — The Pal Python de-luxe outfit case has a curved design that lets it "nestle up" to the side of the person carrying it. Manufactured in black cow-hide, with chrome metal trim, the case is lined with grey corduroy velvet. Dimensions are 8½ x 6 x 3¼ in. Distributors are Japanese Cameras, Ltd., 50 Piccadilly, Tunstall, Stoke-on-Trent, Staffs.

Accentuating the Positive. — Polaroid (U.K.), Ltd., Rosanne House, Welwyn Garden City, Herts announce that because some Swinger camera owners were "a little confused" when using the "Yes/No" exposure system, new Swinger cameras, will only say "Yes". The word "No" has been replaced by a simple checkerboard screen. As before the word "Yes" only appears when the camera is set for correct exposure. Confusion arose over the word "yes" disappearing and the word "no" reappearing when the operator released his grip on the exposure control knob.

Photographic Papers. — A new range of photographic enlarging paper intro-

duced by Ilford, Ltd., Ilford, Essex, is claimed the only photographic paper available in six evenly spaced grades, all with an identical image colour and offering a constant speed relationship across the grades. Currently available in white, smooth, glossy surface, in single and double weights, the paper replaces Ilford Bromide white, smooth, glossy paper. The full selection of Ilfobrom surfaces became available on April 17. The speeds of grades 0-4 are the same, while grade 5 is half the speed of the others. Other claimed advantages are constant speed from batch to batch and constant image colour and base tint from grade to grade and batch to batch, the image colour being neutral black. A new type of optical bleach in both emulsion and paper base is said to ensure clean, bright prints. Variation in the length of exposure does not affect print contrast and the paper maintains its handling properties in partially exhausted developer and has a good resistance to the effects of developer contamination.

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, APRIL 19: The forward price for BUCHU was again quoted higher and since the level is now double that ruling a year ago, merchants are reluctant to hold stock on the spot at the current inflated prices.

PERU BALSAM reversed its upward trend with one shilling per lb. off spot and forward. Seychelles CINNAMON BARK also lost some of its previous firmness and values were marked down by 5s. to 10s. per cwt. as to position. East Indian NUTMEGS were up by threepence per lb. and TURMERIC by 5s. per cwt., but CHILLES were appreciably easier. Cape ALOES were down 5s. per cwt., although the Curaçao variety was unchanged because of the continued shortage. HYOSCYAMUS was threepence per lb. lower on the spot and forward. Recent rainfalls in the SENNA-growing area of India have assisted this year's Tinnevely crop and small parcels of leaves are already arriving at the Tuticorin warehouses. There were no shipments and the old crop of leaves or pods to the United Kingdom or the United States during March; 15 tons of leaves were dispatched to Europe.

Spanish OLIVE OIL prices were slightly down on previous rates as French oil was again being offered. There have been rumours that Spain intended to increase the export price of the oil by from £6 to £9 per metric ton, but so far no change has been made. Spain is the only country with any sizeable quantity for export so that any change made by them would be followed by other producing countries. Among ESSENTIAL OILS, CITRONELLA was slightly easier for shipment and quotations for PATCHOULI showed a fall of 2s. 6d. to 5s. per lb. according to delivery. Chinese SPEARMINT was down by 2s. 6d. per kilo and Brazilian PEPPERMINT by three-halfpence per lb. SULPHADIAZINE was reduced by 3s. per kilo. An Order has been made imposing an anti-dumping duty of £15 per ton on STEARINE originating in Australia and a similar duty of £9 7s. 0d. per ton on stearine originating in Belgium.

Pharmaceutical Chemicals

CHLOROFORM.—35-litre lots in winchesters, B.P., 11s. 5½d. per litre; in drums 10s. 7d.; 175-litre lots, 11s. and 10s. 1½d.

CHLOROPHYLL.—Water soluble, 100 per cent. (medicinal grade), 250s. per lb.; oil soluble, 25s. per lb.

CHLORPHENESIN.—50-kilo lots are 72s. 6d. per kilo.

GLYCERIN.—B.P. (per cwt.).

| | Over 25 tons | 5 tons and under 25 tons | 1 ton and under 5 tons | Under 1 ton |
|-----------------|--------------|--------------------------|------------------------|-------------|
| | s. d. | s. d. | s. d. | s. d. |
| 5 cwt. drums | 200 0 | 202 0 | 205 0 | 211 0 |
| 22 cwt. " | 203 0 | 205 0 | 208 0 | 214 0 |
| 56 lb. tins ... | 207 0 | 209 0 | 212 0 | 218 0 |
| 28 lb. " | 229 0 | 231 0 | 236 0 | 245 0 |
| 14 lb. " | 233 0 | 235 0 | 240 0 | 249 0 |

ISOPRENALINE SULPHATE.—5-kilo, 330s. per kilo.

MAGNESIUM CARBONATE.—1-ton lots: LIGHT, 129s.; HEAVY, 148s. per cwt.

MAGNESIUM HYDROXIDE.—B.P.C., 1-cwt, lots, 4s. 1d. per lb.; 1-ton, 3s. 8d. per lb.

MAGNESIUM OXIDE, B.P.—LIGHT, 1-cwt. lots, 4s. per lb., 1-ton, 3s. 9d.; HEAVY, 5s. 10d. per lb.

MAGNESIUM PEROXIDE.—B.P.C. (15 per cent.), 3s. 11d. per lb. for 1-cwt. lots.

MAGNESIUM PHOSPHATE.—TRIBASIC, B.P.C., 1949, 10s. 1d. per kilo, in sacks; DIHYDROGEN. 9s. kilo for 50-kilo lots.

MAGNESIUM SULPHATE.—B.P. in minimum 1-ton lots from £21 to £25 per ton. EXSICCATED, £61 per ton, ex works.

MAGNESIUM TRISILICATE.—(Per lb.). Under 5-cwt. lots, 4s. 3d.; 1-ton, 3s. 6d.

MERCUROCHROME.—250-gm lots are 147s. per kilo; 1-kilo, 127s.

MERCURY SALTS.—Per kilo for under 50-kilo lots—AMMONIATED powder, 139s.; PERCHLORIDE, 116s. 6d.; SUBCHLORIDE, 134s. 2d.; OXIDES, yellow, 139s. 8d. and red, 144s. 8d. IODIDE (25 kilo lots), 105s. 9d.

MERSALYL.—ACID, 250s. per kilo; SODIUM, 340s.

PREDNISOLONE.—ALCOHOL and ACETATE from 7s. per gm.

PREDNISON.—1-kilo lots, ALCOHOL and ACETATE, 6s. 6d. per gm.

PROGESTERONE.—1-kilo lots 1s. 3d. per gm.

SAL PRUNELLA.—Balls, 3s. 9d. per lb. in 1-cwt. lots.

SANTONIN.—5-kilo lots, 320s. per kilo.

STRYCHNINE.—100-oz. lots ALKALOID, 7s. per oz. SULPHATE and HYDROCHLORIDE, 6s.

Crude Drugs

ALOES.—(Per cwt.). Cape primes, spot, 220s.; shipment, 205s., c.i.f. and Curaçao, 400s. spot nominal; shipment, 385s., c.i.f.

BALSAMS.—(per lb.): CANADA: 37s. COPAIBA: B.P.C. spot, 11s. 6d.; shipment, 6s. 6d., c.i.f.; PERU: spot, 15s.; shipment, 14s., c.i.f.; TOLU: B.P. 12s. 6d.

BUCHU.—LEAVES, 10s. 9d. per lb. nominal; shipment, 10s. 3d. to 10s. 6d., c.i.f.

CHILLES.—Zanzibar spot, 330s. per cwt., shipment, 295s., c.i.f.; Mombasa, 350s.

CINCHONA BARK.—Succirubra from 2s. to 2s. 6d. per lb. according to test.

CINNAMON.—BARK, Seychelles, 165s. cwt. spot; shipment, 150s., c.i.f.; Ceylon QUILLS for shipment, five 0's, 10s. 9d., two 0's, 9s. 7d. seconds, 8s., quillings, 5s. 1½d. lb., all c.i.f.

GINGER.—(Per cwt.). Nigerian split, 70s. spot, shipment, 80s., c.i.f.; peeled, spot 145s., shipment, 132s. 6d., c.i.f. African spot, 155s. Jamaican No. 3, spot, 255s., shipment, 245s., c.i.f.; Cochín, spot, 190s.; shipment, 162s. 6d., c.i.f.

HYOSCYAMUS.—Niger, 2s. 3d. per lb., spot, and 2s., c.i.f.

IPECACUANHA.—Matto Grosso for shipment, 40s.-42s. per lb., c.i.f., spot, 49s. 6d. Costa Rican, 59s. 6d., spot; forward 55s. 6d., c.i.f. Colombian, spot, 49s. nominal, shipment, 44s., c.i.f.

MACE.—No. 1 broken, for shipment, 13s. lb., c.i.f.

MENTHOL.—(Per lb.). Chinese shipment 29s. 6d., c.i.f.; spot, 31s. 6d., duty paid. Brazilian for shipment, 28s., c.i.f.; spot, 31s. 6d., duty paid.

NUTMEGS.—(Per lb.). West Indian, spot defectives, 5s. 3d.; shipment, 4s. 9d., c.i.f.; sound unsorted, 7s. 9d.; spot, 7s. 6d., c.i.f.; for shipment, 80's, 11s. 6d. spot; shipment, 9s. 3d., c.i.f., East Indian for shipment, b.w.p., 4s. 3d.; 110's, 8s. 3d.; 80's, 9s., all c.i.f.

NUX VOMICA.—Cochín, 110s. per cwt. on the spot; shipment, 80s., c.i.f.

ORANGE PEEL.—Spot; Sweet ribbon, 1s. 8d. per lb., bitter quarters; West Indian, 10½d.; Spanish, 4s. 9d.

PEPPER.—White Sarawak, 3s. 2d. per lb. spot; shipment, 2s. 10½d., c.i.f. Black Sarawak, 2s. 7½d. spot; shipment, 2s. 2½d., c.i.f. Black Malabar, 290s. per cwt. c.i.f. Brazilian black No. 1, 2s. 8½d. lb. duty paid.

SEEDS.—(Per cwt.). CARAWAY.—Dutch, 160s., spot. CELERY.—Indian, 155s., spot; shipment new crop for July-August, 157s. 6d. c.i.f.; current crop, April-May, CORIANDER.—Moroccan 135s., c.i.f., new crop for June-July, shipment, 100s., c.i.f. CUMIN.—Spot, Cyprian, Indian, Iranian 230s.; shipment Cyprian 230s.; Indian; 235s.; Iranian; 182s. 6d., all c.i.f. MUSTARD.—English, 77s. 6d., to 95s., according to quality.

SENEGA.—Canadian, 35s. per lb., spot and c.i.f.; Japanese, from 19s. 6d. duty paid.

TURMERIC.—Madras finger, spot, firmer at 107s. 6d., per cwt.; shipment, 97s. 6d., c.i.f.

VALERIAN ROOT.—Indian, spot, 185s. per cwt.; shipment, 175s., c.i.f. Continental root, 425s., spot; shipment, 410s., c.i.f.

WAXES.—(Per cwt.). BEES'—Not quoted. CANDELILLA, spot, 465s.; forward, 460s., nominal. CARNAUBA, fatty grey, spot, 275s. (260s., c.i.f.), prime yellow spot, 430s. (395s., c.i.f.).

WITCH HAZEL LEAVES.—Spot, 6s. 6d. per lb. nominal; shipment reported cleared.

Essential and Expressed Oils

CITRONELLA.—Ceylon, spot, 4s. per lb.; shipment, 3s., c.i.f.; Formosan, 4s. 6d. in bond and 5s., c.i.f.; Chinese, 3s. 9d. in bond; 3s. 7½d. c.i.f.

CLOVE.—Madagascar leaf for shipment, 7s. 7½d., c.i.f., spot, 9s. duty paid. Rectified, 10s. Distilled bud oil ENGLISH, B.P., 26s. per lb., for 1-cwt. bud.

LEMONGRASS.—Spot, 24s. per kilo shipment, 23s. 6d., c.i.f.

LIME.—West Indian distilled, 73s.-74s. per lb. on the spot.

NUTMEG.—East Indian B.P. oil is about 73s. per lb. English distilled, 110s.

OLIVE.—For shipment: Spanish, £240 to £245 per metric ton, f.o.b.; French £245 to £255, c and f. Spot, £290 to £300 per long ton, in drums, ex wharf.

PATCHOULI.—Spot, 37s. 6d. to 40s. per lb., duty paid; shipment, 27s. 6d. to 30s., c.i.f.

PENNYROYAL.—Forward shipment offers at 17s. lb. duty paid.

PEPPERMINT.—(Per lb.). Arvensis: Chinese for shipment, 9s. 6d., c.i.f.; spot, 9s. 9d. Brazilian for shipment, 7s. 10½d., c.i.f.; spot, 8s. 6d. Piperita: Italian spot, 95s.

PETITGRAIN.—Paraguay for shipment, 14s. 9d., c.i.f.; spot, 15s. 3d. per lb.

PIMENTO.—Imported BERRY, 110s.; English distilled, 390s.; LEAF, 24s. per lb.

PINE.—Pumilionis, 20s. per lb., sylvestris, 8s.; abietis, 14s.

ROSEMARY.—Spanish, 10s. per lb., duty paid.

UNITED STATES REPORT

NEW YORK, APRIL 18: Brazilian MENTHOL dipped 20 cents to \$4.90 per lb., while Japanese fell 25 cents to \$8.50. BAY OIL rose 25 cents to \$6.50 per lb., and CLOVE LEAF advanced 10 cents to \$1.40. Lower per lb. were Dalmatian SAGE at \$3.15 (down 20 cents), and EAST INDIAN SANDALWOOD at \$20.00 (down 50 cents).

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," April 12, No. 4624

For non-saponaceous toilet preparations for the hair (3)

SKYLINE, 892,720, by Beecham Toiletary Division, Brentford, Middlesex.

For pharmaceutical preparations containing phenobarbitone (5)

EMEPHENE, 893,338, by Sanitas Co., Ltd., London, S.W.9.

For pharmaceutical, veterinary and sanitary substances; infants' and invalids' foods; medical and surgical plasters; material prepared for bandaging; material for stopping teeth, dental wax; disinfectants; preparations for killing weeds and destroying vermin (5)

Device with word TENNECO, 893,453, by Tenneco, Inc., Houston, Texas, U.S.A.

For pharmaceutical, veterinary and sanitary substances (5)

THAM-E, B894,812, by Abbott Laboratories, North Chicago, Illinois, U.S.A.

For pesticides, fungicides, insecticides, bactericides, algacides, acaricides, nematocides, herbicides; pharmaceutical, veterinary, sanitary, disinfectant, antiseptic and germicidal substances; and chemical preparations for use as nutritional additives to animal foodstuffs (5)

Device, 896,572, by Rohm and Haas Co., Philadelphia, Pennsylvania, U.S.A.

For babies' disposable diapers made principally of cellulose wadding (5)

BUNNIES, 897,678, by Lilia-White (Sales), Ltd., Salford, Birmingham, 8.

For veterinary preparations in solution form for addition to the drinking water of birds in the treatment of coccidial diseases (5)

TENECASOL, 897,959, by Wellcome Foundation, Ltd., London, N.W.1.

For pharmaceutical and medical preparations for treatment of genito-urinary infections (5)

UROVAG, 899,640, by Calmic, Ltd., Crewe, Ches.

For pharmaceutical preparations and substances for human use (5)

GRAMPEN, 900,042, by Beecham Research Laboratories, Brentford, Middlesex.

For dietetic foods and dietetic beverages (5)

PROCAN, 900,048, by Beecham Food & Drink Division, Brentford, Middlesex.

For medicinal and pharmaceutical preparations for use in the treatment of the feet (5)

PEDAFRESH, B990,326, by Britanol, Ltd., Horsforth, Leeds, Yorks.

For deodorants (5)

WHISPER, 901,567, by Procter & Gamble, Gosforth, Newcastle-on-Tyne.

For pharmaceutical preparations (5)

CHILBEROL, 901,624, by Gertrude Bleas and John Marsland, High Lane, Stockport, Ches.

For pharmaceutical and veterinary preparations (5)

UTORETS, 901,957, by Willows Francis, Ltd., London, E.5.

For dietetic, pharmaceutical, infants' and invalids' foods, all in the form of biscuits, bread, cakes pastry and flour confectionery (5) and for preparations made from cereals for food for human consumption; bread, biscuits (other than biscuits for animals), cakes, pastry and flour confectionery (30)

TRIMETTS TREBLES, 898,499-500, by Pfizer, Ltd., Sandwich, Kent.

For hair drying machines and parts and fittings (7)

SCHICK, B900,100, by Schick Incorporated (U.K.), Ltd., Wisborough Green, Billingshurst, Sussex.

For safety razors and safety razor blades (8)

INSTAMATIC, 900,759, by Eversharp, Inc., Milford, Connecticut, U.S.A.

For shaving instruments, hair-cutting machines (for personal use) and parts and fittings (8)

ENSIGN, 901,035, by Philips Electrical, Ltd., London, W.C.2.

For cameras and photographic apparatus, but not including apparatus for producing flashes of high intensity light or any goods of the same description (9)

FLOCON, 891,894, by Floline Trading Co., Ltd., Hong Kong.

For electrically heated hair curling appliances (not being machines) (9)

CAROUSEL, 900,943, by Industrolite, Ltd., Croydon Airport, Surrey.

For projection screens and projection apparatus, and parts and fittings (9)

LENTALUX, 902,892, by Hanimex (U.K.), Ltd., London, S.E.1.

For napkins and napkin rolls, all of paper and all for use with babies (16)

SMALL CHANGE, B895,213, by Dalmas, Ltd., Chorley, Lancs.

For facial tissues (paper), none being impregnated or treated with powder (16)

PUFFS, B898,927, by Procter & Gamble, Ltd., Gosforth, Newcastle-on-Tyne.

For plastic pants for babies (25)

LITTLE SHOWOFF, 902,161, by Meaden Plastics, Ltd., Slough, Bucks.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents),"

March 22

1, 3, 5-tris-(3, 4-dihydro-2H-pyran-2-methyl) hexahydro symtriazine. Imperial Chemical Industries, Ltd. 1,067,783.

Disinfectants and preservatives. Farbenfabriken Bayer, A.G. 1,067,804.

Process and composition for reducing the change of taste and odour in penicillins. Farbenfabriken Bayer, A.G. 1,067,808.

Substituted piperazines. American Cyanamid Co. 1,067,817.

Process for the preparations of silica gels. W. R. Grace & Co. 1,067,818.

Ergostine, ergostinine and derivatives thereof. Sandoz, Ltd. 1,067,827.

Production of ergot alkaloids and intermediates thereof. Sandoz, Ltd. 1,067,828.

Process of producing D-ribose-5-phosphate and D-ribose through fermentation. Kyowa Hakko Kogyo Co., Ltd. 1,067,840.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from May 3.

From the "Official Journal (Patents),"

March 30

Nonapeptide derivatives. Sandoz, Ltd. 1,067,935.

Polypeptides. Sandoz, Ltd. 1,067,936.

Penicillins, esters, amides and salts thereof. Beecham Group, Ltd. 1,067,965.

Method of producing cured vanilla beans from green or partially cured vanilla beans. R. Kaul. 1,067,967.

Pressurised aerosol dispensing containers. C.R.M. Graham. 1,067,985.

Substituted flavanoids and their preparation. E. Merck, A.G. 1,067,986.

Derivatives of nitrofurazone. Norwich Pharmaceutical Co. 1,067,992.

Derivatives of s-triazine and their use as plant-growth regulating agents. Deutsche Gold-und-Silber Scheideanstalt. 1,068,036.

Prolonged acting antacid composition. M. Scott and R. I. Pearlman. 1,068,049.

Diuretic compositions. Merck & Co., Inc. 1,068,051.

Esters of n-alkyl-n-phenoxy-alkanoyl-carbonic acids. Boots Pure Drug Co., Ltd. 1,068,056.

Pharmacologically active steroid compounds of the pregnane series, process for their preparation, and pharmaceutical compositions containing them. Roussel-Uclaf. 1,068,099.

Method for the fermentative production of 5-fluorouracil ribotide. Kyowa Hakko Kogyo Co., Ltd. 1,068,136.

Method for the fermentative synthesis of uridylic acid. Kyowa Hakko Kogyo Co., Ltd. 1,068,271.

Eye drops. J. H. Monie. 1,068,273.

Aqueous disinfectant composition. Michigan Tool Co. 1,068,378.

Pharmaceutical compositions comprising therapeutic agents having a drying action on mucous membranes and therapeutic agents for inhibiting said drying action. H. Brunel. 1,068,434.

β -norestrogens. Smith Kline & French Laboratories. 1,068,500.

Appliance for treating eye disease. C. A. Behney. 1,068,501.

Detergents. Colgate-Palmolive Co. 1,068,528.

Glucose testing. Miles Laboratories, Inc. 1,068,533.

Polysaccharide having anti-cancer activity. Kaken Kagaku, K.K. 1,068,534.

Surgical instrument. Nauchno-Issledovatel'sky Institute Experimental Noi Khirurgicheskoi Appartury i Instrumentov. 1,068,536.

Therapeutic restorative composition. M. M. Broomberg, and E. A. Broomberg. 1,068,546.

Process for the isolation of anthocyanidin glycosides. Laboratories Chibret. 1,068,609.

Dithiophosphate ester having insecticidal properties. Hokko Chemical Industry Co., Ltd. 1,068,628.

Purified form of the antibiotic moenomycin and a process for its manufacture. Farbwerke Hoechst, A.G. 1,068,639.

Dressings. Colgate-Palmolive Co. 1,068,667.

Organic nitro compounds and methods for their production. Parke, Davis & Co. 1,068,695.

Aminoketones and cyclic compounds derived therefrom. Dr. Karl Thomae, G.m.b.H. 1,068,698.

5, 6-dihydro-norphanthridine derivatives. Dr. Karl Thomae, G.m.b.H. 1,068,744.

Surgical dressings. Johnson & Johnson. 1,068,747.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from May 10.

From the "Official Journal (Patents),"

April 5

Soap compositions. Procter & Gamble, Ltd. 1,068,779.

Pyroglyamic acid derivative and process for the preparation thereof. Asahi Kasei Kogyo, K.K. 1,068,814.

Isolation of urokinase. Sterling Drug, Inc. 1,068,817.

Cyclic acid. Abbott Laboratories. 1,068,819.

Hypocholesterolaemic compositions. Aspro-Nicholas, Ltd. 1,068,883.

Shampoo composition. Procter & Gamble Co. 1,068,957.

Tablet-type plant fertiliser. Leslie-Agriform Corporation. 1,068,960.

Phenyl-mercaptomethane-sulphonamide. Farbenfabriken Bayer, A.G. 1,068,983.

Phenazine derivatives. Rhone-Poulenc, S.A. 1,068,985.

Liquid alkaline rinsing, washing and cleaning agents. Henkel & Cie, G.m.b.H. 1,068,988.

17 α -halo-alkenyl and alkynyl steroids. Merck & Co., Inc. 1,069,003.

Method and apparatus for producing aerosols. DeVilbiss Co. 1,069,048.

Theophylline derivatives. Desitin-Werk Carl Klinke, G.m.b.H. 1,069,060.

Stereo-selective hydrolysis of racemic α -methyl- β -dihydroxy-phenyl-alanine esters and derivatives thereof. Merck & Co., Inc. 1,069,064.

Phenanthrene derivatives and the manufacture thereof. F. Hoffmann-La Roche & Co., A.G. 1,069,067.

Intra-uterine contraceptive devices. Desert Pharmaceutical Co., Inc. 1,069,110.

Method for the treatment of malignant tumor. Merck & Co., Inc. 1,069,144.

Antibiotic and method of production thereof. Taisho Pharmaceutical Co., Ltd. 1,069,192.

Pharmaceutical compositions containing alkanolamine derivatives. Imperial Chemical Industries, Ltd. 1,069,341.

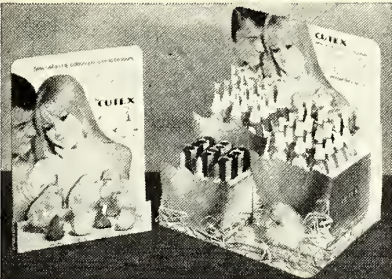
Antibiotic DX27. L'Industrie Biologique Francaise. 1,069,346.

Detergent mixtures comprising anionic detergents and cationic compounds. Rewo Chemische Fabrik, G.m.b.H. 1,069,356.

Aminomethyl rutin compounds and process for the manufacture thereof. CIBA, Ltd. 1,069,473.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from May 17.

PRINT AND PUBLICITY



COMPLETE WITH CHICK: Showcard and counter "dispenser" with 3-D chick produced by Chesebrough-Ponds, Ltd., Victoria Road, London, N.W.10, for their new "Young Love" range of colours which are Chick pink, Stick Chick and Chick red.

PRESS ADVERTISING

CARTER PRODUCTS, Wear Bay Road, Folkestone, Kent. Arid roll-on deodorant. In women's magazines.

F. W. HAMPSHIRE & Co., LTD., Sunnydale, Derby. Supersoft hair spray. In women's magazines.

FULFORD WILLIAMS (INTERNATIONAL), LTD., Cornwall Road, Hatch End, Middlesex. Prodan. In *Woman*, *Woman's Own* and *Reader's Digest*.

MAX FACTOR, HOLLYWOOD & LONDON (SALES), LTD., 16 Old Bond Street, London, W.1. Talking Eyes. In *Vogue*, *Nova*, *Petticoat*, *Woman's Story*, *True Story*, *True Romances*, *Photoplay*, *Hers*, *Honey*, *Model Girl*, *Rave*, *Showtime*, *Woman*, *Woman's Own*, *She*, *Vanity Fair*, *Weekend*, *Jackie*, *Trend*, *A.B.C. Film Review*, *Annabel*.

MINNESOTA MINING & MANUFACTURING CO., LTD., 3M House, Wigmore Street, London, W.1. Ferrania 3M. In *Woman's Own*, *Woman*, *Woman's Realm*, *Amateur Photographer*, *Weekend Telegraph*, *8mm Magazine* and *Reader's Digest*.

POLAROID (U.K.), LTD., Rosanne House, Welwyn Garden City, Herts. Polaroid clip-over sunglasses. In *Daily Express*, *Daily Telegraph* and *Sunday Times*.

KAYETTE-FABERGE, LTD., Edinburgh Avenue, Slough, Bucks. Brut. In *Harper's Bazaar*, *Queen*, *Town*, *King*, *Penthouse*, *Vogue*, *Playbill*, *Vanity Fair*.

ROBERTS WINDSOR, LTD., 14 West Smithfield, London, E.C.1. French Almond. In *Woman's Own*, *Woman's Realm*, *Vogue*, *Flair* and *Nova*.

ONI Co., Hawley Lane, Farnborough, Hants. Toni home perms and Casual hair colour. In *Woman*, *Honey*, *Woman's Realm*, *Woman's Own*, *Woman and Home*, *She*, *Flair*, *Petticoat*, *True Romances*, *True Story*, *Woman's Story*.

NICLIFFE, LTD., Unimart House, Stonar, Sandwich, Kent. TCP pet antiseptic. In *News of the World*, *Daily Mirror*, *Reader's Digest* and *Woman's Weekly*.



DISPLAY SUPPORT FOR ADVERTISING: New display pack and showcard for Paton's nail hardener, currently the topic of advertisements on the theme "No more clenched hands" in women's magazines by F. C. Paton (Southport) Ltd., Southport, Lancs.

NEW COMPANIES

P.C. = Private Company. R.O. = Registered Office.

A. F. GOODRICH, LTD. (P.C.).—Capital £100. To carry on the business of pharmaceutical chemists and druggists, etc. Directors: Anthony F. Goodrich and Mary Goodrich. R.O.: 6 Crofts Bank Road, Urmston, Lancs.

ESSEX MARINE CHEMICALS LTD. (P.C.).—Capital £100. To carry on the business of wholesale and retail chemists and druggists, etc. Directors: Reyer Herbert King and Jean King. R.O.: 153 Oakfield Road, Benfleet, Essex.

GREAT WYRLEY DRUG STORE, LTD. (P.C.).—Capital £100. Directors: Mary P. Bailey, Eileen D. Cowern and Freda A. Hartsborne. R.O.: 297 Walsall Road, Great Wyrley, Staffs.

IONA COSMETICS LTD. (P.C.).—Capital £100. To carry on the business of retailing and wholesaling cosmetics, patent medicines, etc. Directors: Iona McKeown and Robert H. Campbell. R.O.: Shop 3, Waverton Park Estate, Guy Lane, Waverton, Chester.

J. & M. WARNER (CHEMISTS), LTD. (P.C.).—Capital £100. To carry on the business of chemists, druggists and librarians, etc. Directors: John H. Warner, M.P.S., and Margaret M. Warner, M.P.S. R.O.: 4 High Street, Epsom, Surrey.

KINTSDRIVE, LTD. (P.C.).—Capital £100. To carry on the business of selling agents and consultants to the pharmaceutical chemical trades, etc. Subscribers: Jean Herbert and Thomas A. Herbert, 71A, City Road, London, E.C.1.

OLU-DOLA BUYING AGENCY, LTD. (P.C.).—Capital £2,000. To carry on the business of exporters, dealers, and distributors of goods including drugs, chemicals, etc. Directors: Frank N. Spencer-Thirwell and Pamela M. Spencer. R.O.: 5 Preston Drive, Bexleyheath, Kent.

POTTER & CLARKE (PHARMACEUTICALS), LTD., (P.C.). Capital £100. To acquire the undertaking and assets relating to the pharmaceutical business of Potter & Clarke, Ltd., etc. Solicitors: Norton Rose Botterell & Roche, Kempson House, Camomile Street, London, E.C.3.

QUALITRON LABORATORIES LTD. (P.C.).—Capital £1,000. To carry on the business of importers, exporters, dealers in toilet goods and chemists sundries, etc. Directors: James D. Kerr and Beryl Suitters. R.O.: 70 Finsbury Pavement, London, E.C.2.

VANABOUT, LTD. (P.C.).—Capital £100. To carry on the business of wholesale and retail chemists, druggists, etc. Subscribers: Leonard H. Lewis and Francis A. Dean. R.O.: 6 Surrey Street, London, W.C.2.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion

Monday, April 24

HARROW BRANCH, PHARMACEUTICAL SOCIETY, Victoria hall, Sheepcote Road, Harrow, at 7.45 p.m. Annual meeting.

MEDICINES — WITH CARE EXHIBITION, Town hall, Manchester, until April 29, 9 a.m. to 5 p.m. (Saturday to 12 noon).

ROYAL SOCIETY OF HEALTH CONGRESS, Eastbourne, Sussex. Until April 28.

SOUTH-WEST LONDON CHEMISTS' ASSOCIATION, Lambeth town hall, London, S.W.2, at 7.45 p.m. Annual meeting.

Tuesday, April 25

COVENTRY AND WARWICKSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Fletch hotel, Fletchamstead Highway, Coventry, at 8 p.m. Annual meeting.

DARTFORD BRANCH, PHARMACEUTICAL SOCIETY, Royal Victoria and Bull hotel, High Street, Dartford, at 8 p.m. Annual meeting.

EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, Medical education centre, Whipps Cross Hospital, London, E.11, at 8 p.m. Dr. D. A. Cahal (medical assessor, Committee on Safety of Drugs) on "The Medical Assessment of Drugs and the Dunlop Committee."

FIFE BRANCH, PHARMACEUTICAL SOCIETY, Ollerton hotel, Kirkcaldy, at 7.30 p.m. Annual meeting and film evening.

KENT SECTION, ROYAL INSTITUTE OF CHEMISTRY, Medway College of Technology, Chatham, at 7 p.m. Dr. V. A. Petrow on "Steroidal compounds in family planning." (Ticket only).

LADIES' COMMITTEE, SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, City hall steps, Sheffield, at 12.30 p.m. Visit to Little Moreton Hall, Congleton, Ches.

SCHOOL OF PHARMACY, SUNDERLAND TECHNICAL COLLEGE, Lecture theatre L.30, Chester Road Building, Sunderland, at 7.30 p.m. Dr. N. A. Wynne, (senior lecturer, department of pharmacology, Medical School, Newcastle University) on "Diseases of the Heart."

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, Royal Victoria hotel, Sheffield, at 8 p.m. Annual meeting.

Thursday, April 27

BEDFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Cross Keys hotel, Pulloxhill, Beds., at 8 p.m. Annual meeting.

BRISTOL BRANCH, PHARMACEUTICAL SOCIETY, Dyrham Lodge, 16 Clifton Park, Bristol 8, at 7.30 p.m. Annual meeting.

CARDIFF BRANCH, NATIONAL PHARMACEUTICAL UNION, Park hotel, Cardiff, at 8 p.m. Annual meeting.

LINCOLN BRANCH, PHARMACEUTICAL SOCIETY, Eastgate hotel, Lincoln, at 8 p.m. Annual meeting.

SOUTHEND-ON-SEA BRANCH, PHARMACEUTICAL SOCIETY, Overcliff hotel, Manor Road, Westcliff-on-Sea, at 8 p.m. Annual meeting.

SUNDERLAND BRANCH, PHARMACEUTICAL SOCIETY, Roker hotel, Sunderland, at 8 p.m. Annual meeting.

Friday, April 28

BIRKENHEAD BRANCH, PHARMACEUTICAL SOCIETY, Wellington hotel, Hamilton Street, Birkenhead, at 8 p.m. Annual meeting.

FINE CHEMICALS GROUP, SOCIETY OF CHEMICAL INDUSTRY, 14 Belgrave Square, London, S.W.1, at 6.30 p.m. Dr. G. F. Duffin (Minnesota 3M Research, Ltd.), on "Photography Without Silver Halide."

Advance Information

AGRICULTURAL AND VETERINARY GROUP, PHARMACEUTICAL SOCIETY, Patten Arms hotel, Warrington, Lancs., at 7.30 p.m. on June 7. Mr. B. L. Homess (Fisons Research Station, Levington) on "Pesticides—their Use on Lawns and Roses" and Mr. J. Stubbs (Plant Protection, Ltd.) on "Weeding with a Watering Can—Selective Weed Killers." 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. on July 19. Mr. G. N. Henderson (Editor, *Veterinary News*) on "Changing Patterns in Veterinary Practice."

GUILD OF PUBLIC PHARMACISTS, Wellcome Building, Euston Road, London, N.W.1, at 2.15 p.m. on May 20. Annual meeting.

Courses and Conferences

KING'S COLLEGE, LONDON UNIVERSITY. One-year course in powder technology commencing October. Details from the Registrar, King's College, Strand, London, W.C.2.

TRADERS ROAD TRANSPORT ASSOCIATION, Hilton hotel, London, W.1, on June 29. Conference on new regulations concerning goods vehicles. Details from the London and Home Counties division of the Association, 22 Park Street, Croydon, CR9 1XU.

Wednesday, April 26

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY, Dunham Forest and Country Club, Oldfield Lane, Dunham Messey, Altrincham, Ches. Four-ball Stableford competition.

WESTERN PHARMACISTS' ASSOCIATION, Great Western hotel, Paddington station, London, W.2, at 7.30 p.m. Annual meeting.

What doctors are reading about developments in drugs and treatments

for dilution. It is suggested that freshly distilled water, hot from the still, should be used. In editorial comment, the *B.M.J.* suggests that hospital bacteriologists should turn their attention to products of the pharmacy to find out if pollution on any considerable scale with faecal or pyogenic micro-organisms is occurring. "The results could be disconcerting." (*B.M.J.*, April 15, p. 153.)

Can you suggest a method for making an oral oily suspension of penicillin V potassium?

THE request for an oily oral suspension of penicillin V potassium is unusual. The antibiotic is generally given as an aqueous suspension of the insoluble penicillin or as a solution of the soluble potassium salt. An oily suspension would probably be less pleasant to take and the oil would delay absorption. It could be made by suspending the salt in olive or arachis oil, possibly using aluminium stearate as a suspending agent as in oily injection of procaine penicillin. It could be flavoured by means of a suitable volatile oil such as anise, lemon, peppermint, or spearmint, or by means of vanillin. A trace of saccharin might be used for sweetening.

Could you supply a formula for a buffered phosphate solution 6.5 p.H to be used for acid and alkali burns?

METHODS for preparing phosphate buffer solutions are given in the Extra Pharmacopoeia. A sterile phosphate buffer solution of approximately the required pH may also be prepared to the formula:—

| | |
|-----------------------------|----|
| Potassium acid phosphate | 7 |
| Disodium hydrogen phosphate | 18 |
| Water | 85 |

The solution is prepared in 500-ml bottles and sterilised by autoclaving.

Can you give me any information on "Sweet Itch" in horses?

"SWEET itch" is an old-fashioned name for eczema in the horse, especially eczema resulting from an allergic reaction to some food or pasture plant to which the animal is unaccustomed or particularly sensitive. The skin condition usually takes the form of raised swellings or weals, hot and irri-

tant in nature and situated on the neck, shoulders and sides. Simple measures such as a change of diet and the administration of an aperient (for example 4 oz. magnesium sulphate with $\frac{1}{2}$ oz. bicarbonate of soda) will often clear up the trouble in a day or so. Daily doses of sulphur with nitrate of potash in the feed are also helpful. For more severe reactions, when a rapid response is required, veterinary surgeons use adrenaline hydrochloride solution (1:1,000) 6 mils subcutaneously, or an antihistamine such as mepyramine maleate 5 per cent. by slow intramuscular injection (20 mils per 1,000 lb. body-weight).

Subjects of contributions in current medical and technical publications

ARTIFICIAL COLOURING MATERIALS. Reactions to. *J. Soc. cos. Chem.*, April, p. 215.

SYNTHETIC DYES used in cosmetics. The chemistry of. *J. Soc. cos. Chem.*, April, p. 225.

COLOURING MATTERS. The action of light on. *J. Soc. cos. Chem.*, April, p. 245.

SYMPOSIUM on membrane transport. *Proc. roy. soc. Med.*, April, p. 317.

THE INTRAUTERINE CONTRACEPTIVE DEVICE. *Proc. roy. soc. Med.*, April, p. 389.

INDOMETHACIN. Sudden death after. *J. Amer. med. Ass.*, March 20, p. 932.

PHENOTHIAZINE therapy. Gynecomastia during. *J. Amer. med. Ass.*, March 20, p. 942.

ANIMAL LEPTOSPIROSIS in the British Isles: a serological survey. *Vet. Rec.*, April 1, p. 394.

THE ANTHELMINTIC PYRANTEL TARTRATE. Field trials in sheep with. *Vet. Rec.*, April 8, p. 434.

THE INCIDENCE of infective drug resistance in strains of *ESCHERICHIA COLI* isolated from diseased human beings and domestic animals. *Vet. Rec.*, April 15, p. 464.

METHALLIBURE in the synchronisation of oestrus in gilts. *Vet. Rec.*, April 15, p. 470.

1,3-BUTYLENE GLYCOL. The use of in suppositories. *J. hosp. Pharm.*, March, p. 114.

PROPOXYPIENE HYDROCHLORIDE poisoning. *J. Amer. med. Ass.*, March 27, p. 1006.

PHARMACY in ONTARIO, the history of. *Canad. pharm. J.*, February, p. 3.

HYPERTENSION. *Canad. pharm. J.*, February, p. 16.

MAN-MADE JOINTS FOR MAN. *New Scientist*, April 13, p. 78.

INSULIN RESISTANCE. *Brit. med. J.*, April 15, p. 134.

EFFECTS of COOLING on the safety of pre-mixed gases. *Brit. med. J.*, April 15, p. 138.

METHIOREXATE in treatment of sarcomata. *Brit. med. J.*, April 15, p. 142.

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—April 30-May 6

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